

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XXVII. No. 12

CHICAGO, ILL., DECEMBER 25, 1911,

PRICE \$1.50 PER YEAR.
TEN CENTS PER COPY.

McKENNA & RODGERS

COMMISSION MERCHANTS

SHIPPERS CORN OATS

60 Board of Trade Chicago

W. M. BELL & CO.

200-201 Chamber of Commerce
MILWAUKEE, WIS.

We invite your **GRAIN** and **SEED**
Shipments

SEEDS

Clovers - Timothy
Canadian Blue Grass

Flax - Field Peas - Oats

STEELE, BRIGGS, SEED CO., Ltd.
TORONTO, CANADA

P. B. & C. C. MILES

PEORIA, ILL.

Handling Grain on Commission
Our Specialty

James E. Bennett & Co.

Grain Consignments and Future
Orders Solicited

400 Postal Telegraph Building, Chicago

Tyng, Hall & Co.

GRAIN COMMISSION

PEORIA ILL. ILLINOIS

Fagg & Taylor

Grain Merchants

34 Chamber of Commerce
MILWAUKEE, WIS.

SPECIALTIES:

Barley Oats Corn

Minneapolis Seed Co.

SEEDS

Minneapolis

Minnesota

Goffe & Carkener

Grain Commission

St. Louis

Kansas City

WHEAT

CORN **ATS** RYE

J. A. Manger & Co.

216-18 Chamber of Commerce, Baltimore, Md.

CLOVERS
TIMOTHY
MILLETS

SEEDS

KAFFIR CORN DRIED PEAS

S. G. COURTEEN

MILWAUKEE

WISCONSIN

THE GALE BROS. CO.

CINCINNATI, OHIO

WANT YOUR BUSINESS

GRAIN—HAY—FEED

TRY US

DUDLEY M. IRWIN

BARLEY

1117 Chamber of Commerce Building
BUFFALO, N. Y.

ELEVATING AND
CONVEYING
POWER TRANSMITTING
MACHINERY

H. W. CALDWELL & SON CO.

CHICAGO, 17th St. & Western Ave. NEW YORK, 50 Church Street



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

AMARILLO, TEX.

Early Grain & Elev. Co., whol. grain, hay, seed.

ATCHISON, KANS.

Slair Elevator Co., receivers and shippers.
Corn Belt Grain Co., grain and mill feed.
Washer Grain Co., S. R., receivers and shippers.

ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.*

AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.*

BALTIMORE, MD.

Chamber of Commerce Members.
Baltimore Commission Co., grain commission.
Blackburn & Co., C. P., grain receivers, exporters.*
Clark & Sons, Thos. S., grain receivers.*
England & Co., Chas., grain, hay.*
Fahy & Co., John T., grain receivers and expts.*
Frame Knight & Co., commission merchants.
Gill & Fisher, receivers and shippers of grain.
Hammond, Snyder & Co., Inc., receivers, expts.*
Hax & Co., G. A., grain, hay, seeds.*
Herzer & Son, Gustav, grain, seeds, hay.
Jones & Co., H. C., grain and hay.*
Lederer Bros., grain receivers.*
Manger & Co., F. A., grain, seeds, hay.*
Muller Co., Louis, receivers and exporters.*
Robinson & Jackson, grain receivers.*
Steen & Bro., E., hay & grain.*

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.*

BERNE, IND.

Egley, C. G., grain, hay and seeds.

BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

BLACKWELL, OKLA.

Beutke Bros., hay, grain and alfalfa meal.

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.
Haweswinkle Grain Co., brokers.
Slick & Co., L. E., buyers and shippers.

BOSTON, MASS.

Chamber of Commerce Members.
Benzagulin, Matthew D., grain brokerage, com'n.
McLean Alpine Co., The, hay and grain.
Ranlet Co., The D. W., grain and millfeed.

BOURBON, IND.

Delp Grain Co., E. E., grain and mill feeds.

BUFFALO, N. Y.

Corn Exchange Members.
Alder-Stofer Grain Co., grain commission.*
Buffalo Cereal Co., grain.*
Churchill Grain & Seed Co., buyers, shippers.*
Collard, C. E., grain merchant.
Eastern Grain Co., grain commission.*
Electric Grain Elevator Co., receivers and shippers.
Harold, A. W., grain, barley a specialty.
Heathfield, W. G., strictly commission.
Irwin, Dudley M., strictly commission.
Pratt & Co., grain commission.*
Ratchliffe, S. M., consignments solicited.
Spann Grain Co., G. G., grain, com., barley a specialty.
Townsend Ward Co., grain commission.*
Whitney Eckstein Seed Co., seeds.

BUSHNELL, ILL.

Cole, G. W., grain broker.

CAIRO, ILL.

Board of Trade Members.
Antrim & Co., H. S., receiver and shipper.*
Halliday Elevator Co., corn, oats.*
Halliday Mfg. Co., H. L., soft red winter wheat.
Magee Grain Co., grain.*
Thistlewood & Co., grain and hay.

CELINA, O.

Palmer-Miller Gr. Co., truck buyers of grain.

CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.
Edwards, A. H., grain broker.
Tankersley & Co., grain brokers.

CHICAGO, ILL.

Board of Trade Members.
Anderson & Co., W. P., receivers & shippers.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Barrell & Co., Finley, grain, stocks, provisions.*
Bennett & Co., Jas. E., receivers, shippers.*
Carhart-Cole-Harwood Co., grain commission.
Delany, Frank J., commission merchant.
Dickinson Co., The Albert, seeds.
Dole & Co., J. H., grain and seeds.*
Fitch & Co., Walter, W. K. Mitchell, Mgr.*
Fraser Co., W. A., grain commission.*

CHICAGO—Continued.

Freeman & Co., Henry H., grain, hay, straw.
Griffin & Co., J. P., grain commission.
Hately Bros., grain and provisions.
Hoit & Co., Lowell, commission, grain and seeds.
Hooper Grain Co., receivers, shippers.*
Kempner Co., Adolph, grain consignments.
Lamson Bros. & Co., consignments solicited.*
Mann, G. S., seed bkr., field seeds, poultry grain.
McKenna & Rodgers, commission merchants.*
Merrill & Lyon, commission merchants.*
Merritt Co., W. H., grain, seeds.*
Mumford & Co., W. H., hay & grain commission.
Nash-Wright Grain Co., grain, prov., seeds.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.
Press & Co., W. G., grain, provisions, stocks, etc.
Rang & Co., Henry, grain commission.
Re Qua Brothers, grain commission.*
Rogers & Bro., H. W., grain and seeds.
Rogers Grain Co., buyers and shippers.
Rosenbaum Bros., receivers, shippers.*
Runsey & Company, grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., buyers and shippers.*
Sincere & Co., Chas., N. Y. stocks, Chicago grain.
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., Clarence H., commission.
Uptake Commission Co., grain commission.*
Wagner Co., E. W., receivers and shippers.*
Ware & Leland, grain, seeds.
Wilson & Co., B. S., grain commission.
Wright & Co., Jno. F., commission merchants.

CINCINNATI, O.

Chamber of Commerce Members.
Allen & Munson, grain, hay, flour.*
Bender, A., grain, brokerage & Com'n.
Brown & Co., W. L., consignments.
Cincinnati Grain Co., commission merchants.
Early & Daniel Co., grain and hay.*
Ellis & Fleming, grain and hay.*
Gale Bros. Co., grain, hay, feed.*
Gray, Ralph, receiver & shipper.
Richter Gr. Co., grain, hay, flour and feed.
Trent Milling Co., receivers & shippers.
Union Gr. & Bay Co., grain buyers and comm's'n.
Van Leunen & Co., Paul, grain consignments.
Whitecomb & Root, hay, grain and mill feed.

CLEVELAND, O.

Bailey, E. I., grain and millfeed.*
Bennett, W. A., receivers grain, hay & millfeed.
Cleveland Grain Co., The, receivers and shippers.*
Sheets Bros., Eltr. Co., The, grain, hay, straw.
Star Eltr. Co., receivers, grain, hay, straw.
Strauss & Co., H. M., grain, seeds, hay.*
Union Elevator Co., grain, hay and salt.*

COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

COLUMBUS, O.

Board of Trade Members.
Feltz, A., truck buyer & shipper, grain & hay.
Scott & Woodrow Co., carlot shippers grain & hay.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.*

CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

CUMBERLAND, MD.

Board of Trade Members.
Marley & Co., grain and hay distributors.

DALLAS, TEX.

Moss, C. L., buyer and ship'r, grain, hay, millfeed.

DANVILLE, ILL.

McConnell, R. B., grain dealer.

DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.*

DECATUR, ILL.

Burks & Co., C. A., grain brokerage and com'n.
Baldwin & Co., H. I., grain brokers.

DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.*
Crescent Mill & Eltr. Co., flour and grain.
Longmont Farmers Mill & Eltr. Co., flour, grain.
Scott, E. E., broker grain, cottonseed meal, bags.
Thompson Merc. Co., W. F., hay and grain.

DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.

DETROIT, MICH.

Board of Trade Members.
Dumont, Roberts & Co., receivers, shippers.*
Ellair, Huston & Co., revrs. & shprs., gr. & hay.
Hart Grain Co., revrs. & shippers, grain beans.
Hobart & Son, B. M., grain, hay and millfeeds.*
Lapham & Co., J. S., revrs. & shippers of grain.*
Simmons & Co., F. J., grain revrs. & shippers.*

DIXON, ILL.

Forrest Utley Co., grain, millfeed and screenings.

EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

FORT WORTH, TEX.

Board of Trade Members.
Kolp, E. B. & D. C., grain and seed dealers.*
Terminal Grain Co., receivers, shippers.
Werner Wilkens Grain Co., receivers & shippers.

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.

GALVESTON, TEX.

Board of Trade Members.
Fordman, J. S., grain commission merchant.
Jackson, Davidson & Co., grain, hay exporters.
Wisrodt Grain Co., wholesale grain eltr. facilities.

GREENVILLE, O.

Grubbs Grain Co., E. A., truck buyers.*

HARRISBURG, PA.

Harrisburg Feed & Gr. Co., grain, feed, hay.

INDIANAPOLIS, IND.

Board of Trade Members.
Bassett Grain Co., grain merchants.*
Boyd, Bert A., Indianapolis commission man.*
Capitol Grain Co., grain commission.
Hoosier Grain Co., specialty yellow corn.
Jackson Grain Co., Cary, receivers & shippers.
Jordan & Montgomery Co., wholesale grain.
Kinney Grain Co., H. E., receiver and shipper.*
Minor, B. B., grain consignments solicited.
Mutual Grain Co., grain commission.
Stebbins-Witt Grain Co., commission & brokerage.

JACKSON, MICH.

Sheldon, Willis E., truck buyer of grain.*
Stockbridge Elevator Co., grain, beans, hay.*

JACKSONVILLE, FLA.

Wiggs & Co., W. A., hay, grain and mill stuffs.*

JACKSONVILLE, TEX.

Reinhardt & Co., grain, flour, hay and feed.

KANSAS CITY, MO.

Board of Trade Members.
Adams Commission Co., receivers and shippers.
Beach Grain Co., grain commission.
Benton Grain Co., screenings and seeds.
Christopher & Co., B. C., grain and seeds.*
Davis & Co., A. C., grain commission.*
Ernst-Davis Grain Co., commission.*
Fisher Com. Co., E. D., grain commission.*
Goffe & Carkner, revrs. and shprs. of grain.*
Gregg Grain Co., Mason, commission merchants.
Hinds & Lint Grain Co., receivers, shippers.
Lichtig Gr. Co., Henry, screenings, kafir corn, feed.
Logan Bros. Grain Co., grain commission.
Moore-Seaver Grain Co., receivers and shippers.*
Moore-Lawless Grain Co., grain receivers.
Murphy Grain Co., strictly commission.*
Norris Grain Co., grain merchants and exporters.
Rothen-Cary Grain Co., grain, flour, millfeed.*
Steele & Co., H. H., grain and seeds.*
Thresher Fuller Grain Co., grain commission.*
Vanderslice-Lynde Co., grain commission.

KENTLAND, IND.

McCray, Morrison & Co., truck buyers.*

LA FAYETTE, IND.

Heinmiller, F. G., truck buyer of grain.

LIMA, OHIO.

Ward Grain Co., trk. byrs. & bkrs., gr. & hay.

LITTLE ROCK, ARK.

Gordy Co., C. L., grain and millfeed brokers.
Hayes Grain & Com. Co., grain, hay, millfeeds.

LOUISVILLE, KY.

Board of Trade Members.
Bingham-Hewett Grain Co., revrs. & shprs., grain.*
Brandels & Son, A., receivers & shippers of grain.
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay and grain.
Fruehtenicht, Henry, grain & hay.
Menafee & Co., R. H., grain and hay.
Schuff & Co., A. G., grain & hay.
Thomson & Co., W. A., corn, oats & rye.
Verhoeff & Co., H., receivers and shippers grain.*
Zorn & Co., S., grain.*

LYNCHBURG, VA.

Moon & Le Grand, grain and hay brokers.
Owen & Jennings, brokers.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

MEMPHIS, TENN.

Merchants Exchange Members.

Brown & Co., W. P., wholesale grain & hay.*
Buxton, E. E., broker and commission merchant.
Davis & Andrews Co., grain dealers.*
Horton, J. B., & Co., grain and hay commission.*
Jones, Lee D., grain and hay commission.*
Jones & Rogers, grain dealers.*
McLaughlin Coal & Grain Co., grain and hay.*
Moon & Co., W. D., receivers and shippers.
Patterson & Co., G. E., receivers and shippers.*
Rainer, Connell & McFadden, grain, hay, millfeed.
Wade & Sons, John, grain, hay and commission.*
Webb & Maury, grain and hay.*
Wyatt, E. W., grain and millfeed broker.

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

MIDDLE POINT, OHIO.

Pollock, H. G., track buyer of grain, hay, straw.

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bartlett & Son Co., L., grain commission.
Bauman, C. H., grain commission.
Bell & Co., W. M., grain and seeds.*
Courteen, S. G., field seeds.
Ellsworth, B. G., grain consignments.
Fagg & Taylor, grain merchants.*
Frankie Grain Co., grain and feed.
Hadden Co., E. G., grain commission merchants.
Johnstone & Templeton, grain commission.
Kamm & Co., P. C., barley and rye.*
Lauer & Co., J. V., grain commission.
Mereness & Potter Co., grain commission.
Owen & Brother Co., grain commission.
Rankin & Co., M. G., shippers, corn, oats, barley.
Rialto Elvtr. Co., grain receivers & shippers.
Stacks & Kellogg, grain merchants.
Wissbeck-Grunwald Co., grain and feed.

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson-Newhouse-Staback Co., grain commission.
Brown & Co., E. A., commission.
Cargill Commission Co., grain commission.
Carter, Sammis & Co., grain commission.
Davies & Co., F. M., grain commission.
Fraser-Smith Co., grain commission.
Getchell-Tanton Co., grain commission.
Gould Elevator Co., grain merchants.
Hankinson & Co., H. L., grain commission.
International Grain Co., grain consignments.
Johnson & Olson Grain Co., grain commission.
Marfield Grain Co., grain commission.
McCaull Dinsmore Co., consignments solicited.*
Minneapolis Seed Co., field seeds.
Munin, George W., strictly grain commission.
Nye, Jenks & Co., grain commission.
Poehler Company, H., grain commission.*
Quinn Shepherdson Co., grain commission.
Ray Grain Co., grain commission.
Riheladaffer Co., J. H., grain commission merchants.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., grain commission.
Wernli-Anderson Co., grain commission.
Zimmerman, Otto A., barley specialist.

MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

NASHVILLE, TENN.

Grain Exchange Members.

Hughes Warehouse & Eltr. Co., grain.
Rose, Caswell E., corn, oats, hay.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton, C. T., buyer & shipper grain, feeds, hay.

NEW ORLEANS, LA.

Board of Trade Members.

Benedict Com. Co., Ltd., recvrs, shippers, expts hay & gr.
Langenberg Hay & Grain Co., hay, grain, millfeeds.

NEW YORK CITY.

Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.*
Forbell & Co., L. W., grain commission.
Robinson, G. B., Jr., grain and millfeeds.

NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.

OGDEN, UTAH.

Smurthwaite Co., C. A., recvrs. & shprs., gr. & hy.

OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.
Kolp, E. R. & D. C., grain and seed dealers.
Perkins, W. L., grain and seed dealers.
Robey Grain Co., R. E., grain broker.

OMAHA, NEB.

Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.*
Cavers Elevator Co., receivers and shippers.*
Crowell Lumber & Grn. Co., recvrs., shippers.*
Holmquist Eltr. Co., receivers and shippers.
Huntley, E. E., broker.
Hynes Grain Co., receivers and shippers of grain.
Imperial Mfg. Co., grain consignments.
Merriam Commission Co., consignments.
Missouri Valley Elvtr. Co., grain merchants.
Middle-West Elevator Co., receivers and shippers.
Nebraska-Iowa Grain Co., receivers & shippers.*
Nebraska Seed Co., field & grass seeds.
Omaha Elevator Co., receivers, shippers.*
Saunders-Westrand Co., shippers of grain.
Taylor Grain Co., receivers and shippers.*
Thresher, E. R., grain broker.
United Grain Co., grain commission.
Weekes Grain Co., receivers and shippers of grain.
Welsh Grain Co., grain and hay commission.

PEORIA, ILL.

Board of Trade Members.

Buckley, Pursley & Co., grain and seeds.*
Dewey & Sons, W. W., grain commission.
Feltman, C. H., grain commission.
Grier & Co., T. A., grain commission.
Miles, P. B. & C. C., grain commission.*
Rumsey, Moore & Co., grain receivers.*
Tyng, Hall & Co., grain commission.*

PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

PHILADELPHIA, PA.

Commercial Exchange Members.

Baringer, M. F., grain and millfeed.*
Brazier, W. P., Mgr., Finley Barrell & Co.
Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., E. L., flour, grain, feed.*
Lemont & Son, E. K., hay, grain millfeed.*
Miller & Sons, L. F., grain, seeds, hay.*
Pultz & Co., J. B., grain and feed.*
Richardson Bros., grain, flour, millfeeds.*
Rogers & Co., E. L., grain, hay.*
Standard Hay & Grain Co., grain, hay & straw.
Stites, A., Judson, grain and millfeed.

PIQUA, OHIO.

Kress Co., The Harry W., track buyers, gr. & hay.*

PITTSBURG, PA.

Members Grain and Flour Exchange.

Elwood & Co., R. D., hay and grain.
Foster, C. A., grain, hay, feed.*
Geldel & Dickson, grain and hay.
Hardman & Heck, grain, hay and millfeed.
Heck & Co., W. F., grain, hay and millfeed.
Herb Bros. & Martin, grain, hay and feed.
McCaffrey's Sons Co., Daniel, hay, grain, millfeed.
McCague, R. S., grain, hay.*
Smith & Co., J. W., grain, hay, feed.
Stewart, D. G., & Geldel, grain, hay and feed.
Walton Co., Sam'l., grain and hay.

PLAINVIEW, TEX.

Cobb & Elliott Grain Co., grain, seeds, coal, etc.

PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.
McClelland Mc'l I. & R. Co., grain, hay & feed.

RICHMOND, VA.

Fairbank & Co., S. G., grain, hay, seeds.

SAN ANTONIO, TEXAS.

Lupton, R., whol. grain & cottonseed products.

SIOUX CITY, IOWA.

Board of Trade Members.

Fahlenkamp Grain Co., A., grain commission.
Fields & Slaughter Co., grain, hay and feed.
Interstate Grain Co., buyers and shippers.
Shepherdson Co., M. T., receivers and shippers.

ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.*

ST. LOUIS, MO.

Merchants Exchange Members.

Connor Bros. & Co., grain.*
Elmore Schultz Gr. Co., recvrs. & shprs. grain.
Goffe & Carkener Co., grain commission.*
Green Commission Co., W. L., grain.*
Kennedy Grain Co., receivers, shippers.
Langenberg Bros. & Co., grain and hay.
McClelland & Co., F. M., grain and hay.
Morton & Co., grain, hay and seeds.
Mullally Com. Co., John, grain, hay, seeds.*
Nanson Commission Co., grain commission.*
Pendleton Grain Co., grain merchants.
Picker & Beardsley Com. Co., grain & grass seed.*
Powell & O'Rourke, receivers, shippers.*
Toberman, Mackey & Co., consignments solicited.

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.*

TOLEDO, O.

Produce Exchange Members.

DeVore & Co., H. W., grain and seeds.
Goemann Grain Co., grain buyers.*
King & Co., C. A., grain, clover seed.*
Southworth & Co., grain commission.*
The Toledo Field Seed Co., clover, timothy.
Wickenhiser & Co., John, recvrs. & shippers. of gr.
Zahn & Co., J. F., grain, seeds.*

TOPEKA, KAN.

Jolley & Blanchard, grain merchants.

TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

TYRONE, PA.

Miller's Sons, John H., receivers and shippers.

WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.
Craig, J. V., hay and grain broker.*

WICHITA, KANS.

Board of Trade Members.

Baldwin-Barr Gr. Co., receivers and shippers.
Hastings & Co., grain brokers.
Independent Grain Co., grain commission.
Kelly Bros. Grain Co., commission and brokerage.
Roth Grain Co., grain and commission.
Thompson Grain Co., H. C., grain merchants.
Western Grain Co., The, wholesale grain, seeds.

WINFIELD, KANS.

Head Grain Co., grain, millfeed seeds.

*Member Grain Dealers National Association.

ATCHISON BOARD OF TRADE MEMBERS

The S. R. Washer Grain Co.

Atchison, Kansas

Receivers and Shippers of Kansas Hard Wheat,
Corn and Oats. Sacked Grain, Mill Stuffs,
Corn Chops, Mixed Cans.
Write for Bids or Quotations.

Corn Belt Grain Co.

DEALERS IN

GRAIN and MILLFEED

Honest Weights and Grades

ATCHISON, KANSAS

BLAIR ELEVATOR CO.

ATCHISON, KANS.

Receivers and Shippers

Kansas Hard Turkey Wheat, Corn & Oats

ST. LOUIS MERCHANTS EXCHANGE MEMBERS

When you think of CONSIGNMENTS
Think of ST. LOUIS
Then think of
CONNOR BROS. & CO.
3rd and Pine Sts., ST. LOUIS
Future orders executed St. Louis and Chicago **Grain and Hay**

John Mullally, Pres. Martin J. Mullally, V.-Pres.
Vincent M. Jones, Secy. and Treas.
JOHN MULLALLY COMMISSION CO.
GRAIN, HAY and SEEDS
Consignments and Correspondence Solicited.
Your shipments will have our best attention.
Chamber of Commerce, ST. LOUIS, MO.

RECEIVERS
W. L. GREEN COMMISSION CO.
ST. LOUIS
SHIPPERS
OF GRAIN

**Consigning Any Hay
to St. Louis?**
Try **F. M. McCLELLAND & CO.**
409 Chamber of Commerce, St. Louis, Mo.

MORTON & CO.
GRAIN - HAY - SEEDS
COMMISSION ONLY
Merchants Exchange, ST. LOUIS, MO.

Stop Experimenting
Consign your Grain & Hay
TO
LANGENBERG BROS. & CO.
St. Louis, Mo.

**TOBERMAN, MACKEY
& CO.**
HAY AND GRAIN
Consignments Solicited
Pierce Bldg. St. Louis, Mo.

Powell & O'Rourke
Receivers and Shippers
of

**PICKER & BEARDSLEY
COMMISSION CO.**
Solicit your consignments
of
GRAIN, HAY and GRASS SEED
Established 1876
ST. LOUIS, MO.

W. C. GOFFE G. S. CARKENER
G. C. MARTIN, Jr.

Goffe & Carkener Co.
ST LOUIS
CONSIGNMENTS SOLICITED

Members { Merchants Exchange, St. Louis
Kansas City Board of Trade
Chicago Board of Trade

GRAIN
St. Louis Missouri

CLARK'S CAR LOAD Grain Tables for Reducing Pounds to Bushels
SEVENTH EDITION REVISED AND ENLARGED.
7—32 lb. tables, 20,000 to 97,000 lbs.; 5—34 lb. tables, 20,000 to 74,000 lbs.; 7—48 lb. tables, 20,000 to 97,000 lbs.; 9—56 lb. tables, 20,000 to 118,000 lbs.; 9—60 lb. tables, 20,000 to 118,000 lbs.
Printed on linen ledger paper, bound in leather, with marginal index. Price, \$2.50.
GRAIN DEALERS JOURNAL, CHICAGO, ILL.

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

Write us for full
information on
St. Louis Markets

202 Chamber of Commerce
ST. LOUIS

Consignments
a Specialty

DETROIT BOARD OF TRADE MEMBERS**CORN**

J. S. Lapham & Co.
Established 1865
FRED W. BLINN, Mgr.
601-2-3 Chamber of Commerce
Detroit : Michigan

THE HART GRAIN CO., RECEIVERS AND SHIPPERS
Wheat, Barley, Oats and Beans
828-9 C. of C. DETROIT, MICHIGAN
Ask for our daily bids. Will keep you posted regarding market conditions.

We Will Need More CORN This Winter Than Ever Before

Ample elevator facilities. Quick unloading assured. All receipts handled under Detroit Board of Trade jurisdiction. Ask for our bids. They apply to consignments enroute, if desired. Bill everything to us, Detroit, Mich.

DUMONT, ROBERTS & CO.

Receivers and Shippers
CHAMBER OF COMMERCE, DETROIT, MICHIGAN

KANSAS CITY BOARD OF TRADE MEMBERS

R. J. THRESHER, Pres. L. A. FULLER, Secy

Thresher Fuller Grain Co.
Grain Commission Merchants
Consignments Solicited
Grain Bought and Sold for Future Delivery
310-311 Board of Trade, KANSAS CITY, MO.

ROAHEN-CARY GRAIN CO.

"The RIGHT Commission Firm"
KANSAS CITY - - - MISSOURI

A.C. DAVIS & CO.

Grain Commission
Mill orders a specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A.

If you are not shipping us,
Send us a car when shipping others.
By comparison you will find
the service we render!

ERNST-DAVIS GRAIN COMPANY

KANSAS CITY, MO.

Special Attention Given to Futures
Members:
KANSAS CITY BOARD OF TRADE.
CHICAGO BOARD OF TRADE.
ST. LOUIS MERCHANTS' EXCHANGE.

Moore-Lawless Grain Co.

Conscientious Service on Consignments
KANSAS CITY MISSOURI

KAFFIR CORN MILO MAIZE GRAIN

CANE AND OTHER FIELD SEEDS
B. C. CHRISTOPHER & CO.
Consignments and Orders Solicited
Grain Bought and Sold for future delivery
316 to 321 Board of Trade
KANSAS CITY, MO.

The Adams Commission Co.

Board of Trade, Kansas City, Mo.
Receivers and Shippers. Corn our Specialty.
Orders for Future Delivery Executed in All
Markets. Write for Our Market Letter, Free
on Request.

CAIRO BOARD OF TRADE MEMBERS

Do You Want

The grain trade news? Then subscribe for the Grain Dealers Journal. Twice each month for \$1.50 per year.

Magee Grain Company

GRAIN

Delta Elevator CAIRO, ILL.

H. L. HALLIDAY MILLING CO.

We Handle
Soft Red Winter Wheat
CAIRO, ILLINOIS



To every Grain Dealer

The Halliday Elevator Company

EXTENDS A

Merry Christmas and A Happy New Year

CORN and OATS

Consign to Us at Chicago

Sell to Us at Cairo

Member Chicago Board of Trade—Cairo Board of Trade

CAIRO

ILLINOIS

OMAHA GRAIN EXCHANGE MEMBERS

CAVERS ELEVATOR COMPANY OMAHA, NEB.

Buy, Sell, Handle Consignments, Grain and Hay, make Pure Corn Chops, Sack grain, quote prices delivered any R. R. station.

CROWELL ELEVATOR COMPANY

Receivers and Shippers

GRAIN

Consignments Solicited
OMAHA

MIDDLE WEST ELEVATOR COMPANY

You want service.

We give it—

You want quick returns.

They are mailed from our office the day after car is unloaded.

There is no exception to this rule.

We get the top for your grain.

That should please you.

Apply the rule of reason and send your consignments to us.

Middle West Elevator Company

Omaha Phone Douglas 3161 Nebraska

Welsh Grain Company

Grain Consignments Solicited.
Grain and Hay for sale, ask for prices.

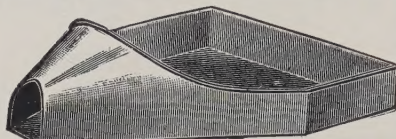
Brandeis Building - - - OMAHA

Imperial Milling Co. Elevator

Office, Brandeis Bldg., Omaha, Neb.

We buy and sell Grain, Sack Grain, and Solicit Consignments.

GRAIN SAMPLE PAN



For Examining Samples of Grain and Seeds.
Made of Aluminum, strong, light and well made.
Will not Rust or Tarnish.

Grain Size, 2½x12x16½ inches..... \$1.50

Seed Size, 1½x9x11 inches..... \$1.25

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO

Nebraska-Iowa Grain Co. ELEVATOR and GRAIN

762 to 772 Brandeis Building, OMAHA, NEBRASKA

Milling Wheat our Specialty
Consignments will Receive our Special Attention
Call us up for Quotations

Holmquist Elevator Co. OMAHA, NEB.

Receivers and shippers of all kinds of grain.
Sacked corn and oats a specialty.
Consignments solicited

MISSOURI VALLEY ELEVATOR COMPANY Omaha, Nebr.

Milling Wheat

Corn for feeding trade

Our facilities for handling your orders are the best.

Vest Pocket Grain Tables

reduce any number of pounds from
10 to 100,000 to bushels. For all kinds
of grain. Size 2½x 8½ in. Printed in
2 colors. Price 50 Cents.

GRAIN DEALERS JOURNAL.
CHICAGO, ILL.

STRICTLY

THE
CONSIGNMENT

FIRM

LET US HANDLE THAT NEXT CAR

MERRIAM COMMISSION CO.

BRANDEIS BLDG.

OMAHA, NEB.

MEMPHIS MERCHANTS EXCHANGE MEMBERS

Look up, and then send your
consignments to

W. D. Moon & Company

Receivers and Shippers HAY and GRAIN
MEMPHIS, TENN.

MILL CAPACITY
1,000 Bbls. Meal
4,000 Sacks Chops

STORAGE
Elevator, 50,000 Bu.
Warehouse, 100 Cars

DAVIS & ANDREWS CO.
CORN MILLERS
and Wholesale Grain & Hay Dealers
MEMPHIS, TENN.

MEMBERS:

Illinois Grain Dealers' Assn.
Oklahoma Grain Dealers' Assn.
National Hay Assn.

ESTABLISHED 1886

REFERENCES:
Memphis Merchants' Exchange Mercantile Agencies

JOHN WADE & SONS
MEMPHIS, TENN.

Receivers and Shippers

Hay, Grain, Mill Feed

Memphis Merchants' Exchange Official Weighing and
Inspection Certificates furnished on all
shipments of Hay and Grain.

Our bulk Elevator capacity 100,000 bushels.

Hay Warehouse 100 Cars.

Offices, Elevator and Warehouses are located on I. G.
and Y. & M. V. Railroads.

We Solicit Your Consignments

RANIER, CONNELL & McFADDEN

WHOLESALE

Dealers in GRAIN, HAY and all Kinds

MILL FEED. Manufacturers of
PERFECTION FEED.

MEMPHIS, TENN.

W. P. BROWN Established 1866 GEORGE READ

W. P. BROWN & CO.
MEMPHIS, TENN.

Wholesale Hay and Grain
Red Rust Proof Seed Oats

J. B. HORTON & CO., Memphis.
Consignment Specialists

HAY AND ALL GRAINS

Members Memphis Merchants Exchange, Grain
Dealers Nat. Assn., Illinois Grain Dealers Assn.
National Hay Assn.
References: Central Bank & Trust Co.
Mercantile Agencies.

Write Us

H. J. Hasenwinkle Co., want
your consignments for the
Memphis market.

NEW YORK PRODUCE EXCHANGE MEMBERS

CUSHING & BRANDT,

Commission Merchants

CONSIGNMENTS SOLICITED

Buyers of Cash Grain

WE BUY HOT CORN. Make us offers, will always respond

MEMBERS—New York Produce Exchange, Chicago Board of Trade, Buffalo Corn Exchange,
National Grain Dealers Association.

424 PRODUCE EXCHANGE

NEW YORK

L.W.FORBELL & CO.

COMMISSION MERCHANTS

GRAIN AND MILL FEED; OATS
A SPECIALTY

Consignments Solicited

342 Produce Exchange, NEW YORK CITY

CHICAGO BOARD OF TRADE MEMBERS

PHILIP H. SCHIFFLIN President
EUGENE SCHIFFLIN Sec'y and Treas.

Philip H. Schiffin & Co.
(INCORPORATED)

Commission Merchants
GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.
Tel. Harrison 833 CHICAGO, ILL.

UPDIKE Commission Co.

GRAIN AND PROVISIONS

Postal Telegraph Bldg. CHICAGO, ILL.

We solicit your consignments of grain.

We have every facility and convenience for the prompt execution of your cash orders or future delivery orders.

Correspondence Solicited.

Receivers and Shippers
OF

Grain Seeds

Provisions

E. W. BAILEY & CO.

Commission Merchants

72 Board of Trade Chicago, Ill.

B. S. WILSON

HARRY BOORE

B. S. WILSON & CO.
GRAIN, SEEDS and PROVISIONS

1118-1119 Royal Insurance Building
CHICAGO, ILL.

Succeeding to the Commission Business of
T. E. WELLS & CO.

W. M. TIMBERLAKE,
Manager Grain Department

C. H. THAYER & CO.

Your Consignments and
Future Orders Solicited

206 So. La Salle St. CHICAGO

Henry H. Freeman & Co.

COMMISSION MERCHANTS

GRAIN HAY STRAW

66 BOARD OF TRADE, CHICAGO

REQUA BROTHERS
CHICAGO

Stands for Prompt Returns, undivided attention to selling Consignments. Give us a Trial.

FRANK E. GULICK,
Manager Rec. Dept.

Good Execution Keeps Customers
Keeping Customers is Our Business

W. G. PRESS & CO.

GRAIN, PROVISIONS, STOCKS

206 S. La Salle St., CHICAGO

Write for Daily Market Report
Mailed free.

34 Years Active Members Chicago
Board of Trade

ESTABLISHED 1870
W. R. MUMFORD & CO.
HAY GRAIN
AND MILLSTUFFS
COMMISSION MERCHANTS
437 POSTAL TEL. BLDG., CHICAGO

Merry Christmas to All

H. M. PAYNTER
CHICAGO

All business transacted thru H. W. Rogers & Bro.

J. C. SHAFFER & Co.

RECEIVERS

CHICAGO

SHIPPERS

WRITE FOR

Adolph Kempner Co.'s

DAILY MARKET LETTER

BY

Adolph Kempner and Geo. H. Phillips

50 Board of Trade

CHICAGO

Harry F. Todd
President & Manager

Consignments
Solicited.

We place
grain to
arrive.

Wm. Simons
Sec'y & Treas.



Warren T. McCray
Vice-President

Future
orders
given
personal
attention.

Edgar E. Rice
Dean L. Moberley
Representatives

CHICAGO BOARD OF TRADE MEMBERS**The Secret of Our Success
Is No Secret**

We are saying the same thing now that we have been saying for the last fifty-nine years, viz:

We have always striven to give you the best, and through personal attention, experience, and effort have gained your confidence.

BUT! Our thanks to those upon whom our entire success is dependent. Those whose hearty co-operation has been a big factor in the successful handling of their grain.

J. H. DOLE & COMPANY

GEO. DOLE, Pres.
H. N. SAGER, Sec.

126 S. La Salle St., CHICAGO

GRAIN
COMMISSION

**HENRY RANG & CO.
GRAIN AND SEEDS
Barley a Specialty**

CONSIGNMENTS SOLICITED

230 S. La Salle Street CHICAGO

Traveling Representatives { W. R. HYDE
J. R. MURREL

H. W. Rogers J. C. Rogers
H. W. ROGERS & BRO.
GRAIN, SEED AND PROVISIONS
COMMISSION MERCHANTS
402-408 Western Union Bldg. CHICAGO

H. W. Rogers, Pres. J. C. Rogers, Vice-Pres.
ROGERS GRAIN COMPANY
Buyers and Shippers of Grain.
References: Corn Exchange National Bank
First National Bank.
402-408 Western Union Building CHICAGO

THE ONE BIG RESOLUTION

EVERY SHIPPER SHOULD MAKE

CONSIGN A TRIAL CAR
TO

Carhart Code Harwood Co.

AFTER THAT IT'S A HABIT

Assurance of efficient service in handling your future orders—two men devoting all their time to this department

36 Board of Trade

CHICAGO

Judicious Advertising as Irresistible as Niagara
The Journal Continuously Demonstrates It

J. Herbert Ware
Edward F. Leland

CONSIGN

your Grain and Seeds, and
send your orders for GRAIN,
PROVISIONS and STOCKS to

WARE & LELAND

160 WEST JACKSON BLVD.

Royal Insurance Bldg.

CHICAGO

Long Distance Phones
Wabash 3262

Your Interests Are Our
Interests

SERVICE

Labor performed for another.—Webster's Dictionary.

**TRY
Walter Fitch & Co.**

[By **SERVICE** we mean something more than the mere definition,
we mean the high standard of our labor for you. It's
the **RESULT GETTING** kind.

Future Orders Carefully Executed. Close Personal Attention
on Consignments.

W. K. MITCHELL, Mgr. Cash Grain Department
Board of Trade, Chicago

CHICAGO BOARD OF TRADE MEMBERS

SOMERS, JONES & Co.

COMMISSION MERCHANTS

GRAIN AND FIELD SEEDS

Consign your GRAIN and SEEDS to us for close personal attention and best possible results. We are amply prepared to give the best of service on consignments of cash grain and seeds and on orders for future delivery

Ship us that next car.

Send for our market letters.

CHICAGO
MILWAUKEE
MINNEAPOLIS }

Make drafts on us and address all correspondence to us at

82 Board of Trade, CHICAGO.

RUMSEY & COMPANY
RECEIVERS OF CONSIGNMENTS
RESPONSIBILITY & CONSERVATISM
CHICAGO

W. H. MERRITT CO.
Grain Buyers and Shippers
CORRESPONDENCE SOLICITED
87 Board of Trade, Chicago, Ill.

W. H. PERRINE & CO.
(INCORPORATED)
COMMISSION MERCHANTS
Consignments a Specialty.
314 Postal Telegraph Bldg., Chicago, Ill.

ARMOUR GRAIN COMPANY
CONSIGNMENTS SOLICITED
We are Fully Equipped in Every Way to Give Best Service in Chicago
137 S. LA SALLE ST. CHICAGO

Finley Barrell & Co.
GRAIN
PROVISIONS
STOCKS
Monadnock Block CHICAGO

FINLEY BARRELL
PETER J. MALONEY
FREDERICK C. ALDRICH

EUGENE R. PIKE
BENJAMIN BLOCK
WILLIAM E. WHITE

Hooper Grain Co.
OAT
SHIPPERS

Operate Atlantic and Grand
Trunk Western Elevators
Chicago



ROBINSON'S Telegraphic Cipher Code (Revised)
Is more extensively used by Grain and Provision Dealers than all other codes combined. It is compact, small and can be easily carried in the pocket. Get the latest edition; by using it your messages will be understood, you will save time and expense.
Price, leather, gilt edges, \$2.00.
Your name in gilt letters on front cover, 25c extra.
GRAIN DEALERS JOURNAL
255 La Salle St. CHICAGO, ILL.

GREETINGS

To the Grain Trade

We wish to take this opportunity to express our gratitude and thanks to those of the trade who know our service and use it.

And to those who are not acquainted with our method of handling grain, our appreciation of a trial car is extended. You the next—we the trial—both a mutual gratitude and satisfaction.

NASH-WRIGHT GRAIN COMPANY

Long Distance Phone
HARRISON 2379

"IT'S THE SERVICE"

717-720 Postal Telegraph Bldg.
CHICAGO, ILL.

CHICAGO BOARD OF TRADE MEMBERS

We trust all you GRAIN DEALERS have enjoyed a MERRY CHRISTMAS. We know some of you have. Here's wishing you all a HAPPY, PROSPEROUS year during 1912.

We think we know how to help you have it. Here's to a better acquaintance.

LAMSON BROS. & CO.

ST. LOUIS

PEORIA

W.A. FRASER CO.
COMMISSION MERCHANTS

714-715 ROYAL INSURANCE BUILDING

CHICAGO

PHONE HARRISON 1252

Dec. 25, 1911.

We take this
 opportunity to wish you
 A HAPPY and PROSPEROUS NEW YEAR

We also wish to thank all of our customers who remembered us during the past year, for their many favors to us. It is our endeavor to give our customers the best that our many years grain experience can call forth. Our several years in Chicago have made us many lasting friends. Their occasional remembrances of us we hope may be doubled in the coming season. We rejoice when you do well, and recognize your contributions to our success and happiness. Again wishing you a Happy and Prosperous New Year, we are

Yours truly,

W. A. FRASER CO.

CHICAGO BOARD OF TRADE MEMBERS

Resolutions Are in Order

But before we offer any suggestions, accept our most cordial and heartfelt compliments of the season.

EXPERIENCE teaches. It is the wise man who profits by the experience of others.

OUR SUGGESTION to you who have never tried our service is
—Resolve that the year 1912 shall not pass without having tried

ROSENBAUM BROTHERS

Board of Trade

CHICAGO, ILLINOIS

"The Service That Satisfies."



Same to You, Mr. Grain Man and lots of 'em

May your Christmas be the merriest, your New Year the Happiest, thus ours.

We now are about to close one of the most successful years of our life in the grain trade.

In the past we have striven to merit your patronage—not with a record breaking price now and then, but to get the utmost from the utmost of markets always.

Our present long list of satisfied customers is proof that we have accomplished our task, and is assurance in your receiving a particular service in your particular business.

That next car to

J. P. Griffin & Co.

**GRAIN
COMMISSION**

*"Yours for a
Full Stocking"*

**61A Board of Trade
CHICAGO, ILL.**

CINCINNATI CHAMBER OF COMMERCE MEMBERS

THE RICHTER GRAIN CO.

606 Andrews Building, CINCINNATI, OHIO
 GRAIN, HAY, FLOUR AND FEED
 We Want Your Business—Try Our Service

CINCINNATI GRAIN CO.

Commission Merchants
 GRAIN, HAY and FEED
 CINCINNATI, OHIO

The Trent Milling Company

RECEIVERS and SHIPPERS
 18 E. Fourth Street,
 CINCINNATI, OHIO
 Grain, Hay, Flour, Feed
 We Solicit Consignments.
 Try Us.

ASK for Our Market Letter
PAUL VAN LEUNEN & CO.
 GRAIN AND HAY

CONSIGNMENTS SOLICITED
 CINCINNATI, O. DECATUR, ILL.

WHEN YOU WANT ANYTHING AND DON'T
 KNOW WHERE TO FIND IT
 WRITE BUREAU OF INFORMATION.
 GRAIN DEALERS JOURNAL CHICAGO, ILL.



A Carload
 of best wishes for a Merry Christmas and a
 Happy and Prosperous New Year is sent
To Every Grain Dealer
 We trust that it be received in the same manner that your car of grain is
 welcomed by us. Prompt returns.

Ever try us for
 service ?
 Service tried, us
 for ever.

GRAIN
 HAY
 FEED

The
Gale Bros.
 Co.
CINCINNATI.

WICHITA BOARD OF TRADE MEMBERS

HASTINGS & COMPANY
GRAIN BROKERS

327 Sedgwick Block, WICHITA, KAN.
 Buyers for Exporters, Mills and Elevators.
 If in the market for winter wheat write
 or wire us for quotations.

Baldwin-Barr Grain Co.

RECEIVERS AND SHIPPERS
 CONSIGNMENTS SOLICITED
 Country Run Milling Wheat a Specialty
 Write or Wire for Prices WICHITA, KANSAS

KAFFIR KORN

We are in the center of the great Kaffir Korn
 territory. Direct shipments from country
 points. Let us quote you.

The H. C. Thompson Grain Company
 WICHITA, KANSAS

We have induced reliable advertisers to talk to you.
 If they interest you, mention that you saw it in The

Grain Dealers Journal

BALTIMORE CHAMBER OF COMMERCE MEMBERS

CHAS. ENGLAND & CO.

Commission Merchants
GRAIN :: HAY :: SEEDS
308-310 Chamber of Commerce, BALTIMORE

IN ONE SPOT 40 YEARS

Baltimore's way of inspecting corn has always been satisfactory to shippers. Facilities for handling second to none. Bear these important facts in mind and for results and quick returns ship to

Frame, Knight & Co.

D. Yulee Huyett, Mgr., Western Grain Dept.
Grain and Hay Commission
BALTIMORE, MD.

Liberal advancements on all shipments

REFERENCE: NATIONAL MARINE BANK

Established 1882

G. A. HAX & CO.

COT MISSION
Grain, Hay and Seeds
445 North Street, BALTIMORE, MD.

CONSIGNMENTS A SPECIALTY JOHN T. FAHEY & CO.

Commission Merchants
Grain Receivers and Shippers
In the Market every day
Remember us on Rye BALTIMORE, MD.

John M. Dennis, President.
Ferdinand A. Meyer, Vice-President.
Thos. C. Craft, Jr., Treasurer.

LOUIS MÜLLER CO.

Grain Receivers and Exporters
BALTIMORE, MD.

MILWAUKEE CHAMBER OF COMMERCE MEMBERS

Grain Dealers

It is no speculation to ship us your grain. It's a sure thing you will be satisfied.

L. BARTLETT & SON CO.
Milwaukee Chamber of Commerce

STACKS & KELLOGG. GRAIN MERCHANTS

909-11 Railway Exchange Bldg., MILWAUKEE, WIS.
We also handle all grades of chicken feed wheat feed barley, screenings, off-grade and damaged grain

M. G. RANKIN & CO. GRAIN

CORN—OATS—BARLEY—RYE
MILWAUKEE

RYE: CHOICE GRADES FRANKE GRAIN CO.

415-417 Chamber of Commerce MILWAUKEE, WIS.
BROKERS—FEED AND GRAIN

CHICAGO MINNEAPOLIS J. V. LAUER & CO. GRAIN COMMISSION BARLEY A SPECIALTY

Ship us your next car MILWAUKEE, WIS.

For best prices and best service
Insert our name in your next Bill of Lading.

O. C. OWEN & CO. Grain Commission

502 Chamber of Commerce, MILWAUKEE

E. G. HADDEN CO. FUTURES

WHEAT, CORN AND OATS
DAILY and WEEKLY PRIVILEGES
13 Chamber of Commerce, Milwaukee, Wis.

B. G. ELLSWORTH

500 Mitchell Building, MILWAUKEE, WIS.
23 years experience in Milwaukee market.
Consignments and shipping orders given special attention.

Fellow Grain Men:—

For 300 DAYS this year you have been solicited for a share of your business. Now this is not a solicitation. If we have satisfied you in the past, you have no reason to, and will not, of course, change. If you have never shipped us but have thought that you might, then you will do so any way without our having to, at this time, solicit you and break in on the prevailing HOLIDAY SPIRIT.

We desire to express to our many customers our appreciation and thanks for the business given us, extending to you the compliments of the season and the wish that the year 1912 will be the happiest and most prosperous that you have ever enjoyed.

We are,

Sincerely,

Mereness & Potter Co.

Milwaukee, Wis.

Why not
put
your announcement
here.

PEORIA BOARD OF TRADE MEMBERS

BUCKLEY, PURSLEY & CO. Commission Merchants GRAIN AND SEEDS

10 Chamber of Commerce, PEORIA, ILL.

SHIPPING CORN

BILL IT TO

W. W. DEWEY & SONS
Board of Trade, Peoria, Ill.

Make 1912 a bigger and better year.

A sure way is by consigning to

Rumsey, Moore & Co.
Board of Trade, Peoria, Ill.

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS**GEORGE W. MURFIN**

STRICTLY
GRAIN COMMISSION
Chamber of Commerce, MINNEAPOLIS, MINN.

SHIP TO
H. POEHLER CO.
EST. 1855
GRAIN COMMISSION
MINNEAPOLIS DULUTH

MILWAUKEE CHICAGO
E. A. BROWN & CO.
GRAIN COMMISSION
MINNEAPOLIS, MINN.

Consignments Solicited. Prompt Returns
Guaranteed.

H. L. HANKINSON & CO.
GRAIN COMMISSION
Solicit Your Consignments
MINNEAPOLIS
MILWAUKEE DULUTH

CHRISTMAS

BRINGS Good Cheer
to Many.

Our Service

Will Bring Good Cheer to You

GOULD ELEVATOR CO.

Paid Up Capital \$75,000

MINNEAPOLIS, MINN.

F. J. SEIDL

P. M. INGOLD

We own Fireproof Terminal Elevator
at Minneapolis for transferring and
cleaning our customers' grain, but do
not own country elevators.

GRAIN CONTRACTS

Form 10 is a duplicating grain contract book,
containing 100 original and 100 duplicate con-
tracts for contracting the purchase of grain from
farmers; originals and duplicates are printed
on bond paper of different colors, with spaces
on the back of the leaf for entering grain deliv-
ered on the contract. By placing a sheet
of carbon paper between the original and the
duplicate, each entry on one side appears on
the other. The contracts are numbered in
duplicate. Check bound, size 5 1/2 inches.
Machine perforated. Price, with four sheets of
carbon paper, 10 cents.

GRAIN DEALERS JOURNAL

315 S. La Salle St.,

Chicago, Ill.

J. H. Riheldaffer Co.

153 Chamber of Commerce Annex
MINNEAPOLIS

Grain Commission

Careful personal attention given
to consignments.

NYE, JENKS & CO.

Grain Receivers
and Shippers

WHEAT **BARLEY** RYE

Careful Attention given all orders from

Millers and Maltsters

MINNEAPOLIS, MINN.

JOHNSON-OLSON GRAIN CO.

Grain Commission, Minneapolis

Produce Results

To Dealers of Grain, both large and small,
A HAPPY NEW YEAR—to you all.

**Cargill Commission Company**

WE HANDLE ON COMMISSION

WHEAT
FLAX
BARLEY
OATS
RYE
CORN
SPELTZ
SEEDS
SCREENINGS

WE SOLICIT CONSIGNMENTS FROM RESPONSIBLE SHIPPERS

754 Security Bank Bldg.
MINNEAPOLIS

611 Board of Trade
DULUTH

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

The VAN DUSEN-HARRINGTON Co. GRAIN COMMISSION

Write for prices and samples. We solicit your consignments and futures business.

Minneapolis Winnipeg Duluth

Uniformly good results by shipping grain and sending orders for futures to

WERNLI-ANDERSON CO.
Minneapolis, Minn.

Careful personal attention given to consignments assures best results. We give it.

FRASER-SMITH CO.
Grain Commission

Duluth Minneapolis Milwaukee

**We do not handle every consignment
but every one we do handle is
the shadow of another.**

International Grain Company

MINNEAPOLIS

"You send the car, we the proof"

MINNESOTA

RECEIVERS AND SHIPPERS OF ALL KINDS OF GRAIN
CONSIGNMENTS SOLICITED

A Hearty Wish

that the Holidays will be ones to remember from many, and that 1912 will prove as satisfactory to you as your patronage has made 1911 for us.

We wish to extend our thanks to all our customers for past patronage, and ask for a fair share for the future.



J. H. Davies & Co.
GRAIN COMMISSION

DULUTH

MINNEAPOLIS

MILWAUKEE

PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS

E. L. ROGERS & CO. COMMISSION MERCHANTS

Grain, Hay, etc. Consignments a Specialty.
358 Bourse Building

PHILADELPHIA, PA.

L. F. MILLER & SONS

Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC

CONSIGNMENTS SOLICITED

Office 2931 N. Broad St., PHILADELPHIA, PA.

CORN and oats in split cars find a ready market here.

M. F. BARINGER The BOURSE 502-3-4 **PHILADELPHIA**

We Thank Our Friends

for the consignments they have favored us with during the past year and will endeavor to give them, during the coming year, the same good service they have always had from us. We wish you a *Merry Christmas* and a *Happy and Very Prosperous New Year.*

E. K. Lemont & Son 388-390 Bourse Bldg; PHILADELPHIA, PA.

E. E. DELP GRAIN CO.

ELEVATOR AND MILLS
BOURBON, IND.

Eastern Office, - Philadelphia Pa.

**TO BUY
SELL
RENT or
LEASE an
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns.

Clark's Car Register

Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14 in.

No. 40.	Contains spaces for 9000 cars	-	-	-	-	\$1.50
No. 42.	" " " 17000 "	-	-	-	-	2.50

GRAIN DEALERS JOURNAL

La Salle Street

Chicago, Ill.

BUFFALO CORN EXCHANGE MEMBERS

W. W. Alder

T. J. Stofer

**ALDER-STOFER
GRAIN CO.****Consignments a Specialty****619-621 Chamber of Commerce
BUFFALO, N. Y.****THE CHURCHILL
GRAIN AND SEED CO.**Solicit a Share of Your
Buffalo Business.**PERSONAL ATTENTION ASSURED.****Buffalo Cereal Company**

BUYERS OF

**WHITE CORN, YELLOW CORN
and WHITE OATS**

BUFFALO

NEW YORK

PRATT & CO.**Grain Commission Merchants**

Correspondence Solicited

**817-829 Chamber of Commerce
BUFFALO, N. Y.****REMEMBER**When making consignments
to Buffalo, that I do a**STRICTLY COMMISSION BUSINESS****W. G. HEATHFIELD**Member of Corn Exchange **BUFFALO, N. Y.****THE TOWNSEND-WARD CO.
GRAIN COMMISSION****633 Chamber of Commerce, BUFFALO, N. Y.**Consignments Solicited.
Personal Attention Given All Shipments.**THE ELECTRIC GRAIN ELEVATOR CO.**

Receivers and Shippers of

Grain, Mill Feeds and HayCorrespondence and Consignments
Solicited**321 Chamber of Commerce, BUFFALO, N. Y.****A. W. HAROLD
GRAIN
BARLEY
A SPECIALTY****717 Chamber of Commerce, Buffalo, N. Y.**

Write For Bids

CORN & OATS**S. M. Ratcliffe**Chamber of Commerce **BUFFALO, N. Y.**

Consignments Solicited

CIPHER CODESWe carry the following cipher codes in stock
and can make prompt delivery

Robinson's Cipher Code, leather	-	-	2.00
Hay and Grain Cipher Code	-	-	1.00
A. B. C. Code, 5th Edition	-	-	7.00
Baltimore, Export Cable Code	-	-	8.00
Companion Cable Code	-	-	5.00
Riverside Code, 5th Edition	-	-	3.00
Universal Grain Code	-	-	3.00
American Seed Trade Assn.'s Code	-	-	2.00
Stewart's International Code	-	-	.25

For any of the above, address

**GRAIN DEALERS JOURNAL,
315 So. La Salle St., CHICAGO, ILL.****BURNS GRAIN CO.****BIDS SENT ON APPLICATION.****CONSIGNMENTS SOLICITED.****EASTERN GRAIN COMPANY
BUFFALO, N. Y.**

MEMBERS OF

CHICAGO BOARD OF TRADE**BUFFALO CORN EXCHANGE****GRAIN DEALERS' NAT'L ASSN.****CORRESPONDENCE INVITED.****RETURNS RENDERED PROMPTLY.****INDIANAPOLIS BOARD OF TRADE MEMBERS****MUTUAL GRAIN CO.
Thoroughly Reliable**Send it to the Mutual—that consignment, that
sale to arrive or that inquiry. Send us your grain.
We are prompt. We can place your new corn.**618 Board of Trade Building
Indianapolis Indiana**

M. T. DILLEN, Pres. W. J. RILEY, Sec. & Treas.

The Cary Jackson Grain Co.**610 Board of Trade, Indianapolis, Ind.**Call us by phone—Bell, Main 3434
—New Phone, 3434K**JORDAN & MONTGOMERY CO.****623 Board of Trade Bldg., Indianapolis, Ind.****WHOLESALE GRAIN****Terminal Elevator. We handle salvage grain****44 YEARS
EXPERIENCE**in the different branches of the grain business
ought to be worth your consideration.**B. B. MINOR****718 Board of Trade Bldg., Indianapolis, Ind.****COMMISSION****Grain, Flour and Feed****C. A. SHOTWELL & CO.****Board of Trade, Indianapolis, Ind.
SPECIALIZING ALFALFA****The Bassett Grain Co.****Indianapolis, Indiana****616 Board of Trade Building****Phones 80**

TOLEDO PRODUCE EXCHANGE MEMBERS

Established 1887

H. W. DEVORE & CO.

701 Produce Exchange—TOLEDO, OHIO.

MEMBER: { Toledo Produce Exchange
Chicago Board of Trade.

Prices mailed on request
Brokers in all principal centers.

Days of Shadow,
Days of Sun,
Come and Go for Everyone,
While They Pass,
Our Wish to Thee,
Many Sunny Years to See.

WHEN "SEEDY"

TRY

C. A. KING & CO.

Futures and Consignments.
Red Clover, Timothy and Alsike.

TOLEDO Leads the World

JOHN WICKENHISER & CO.

Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago
Board of Trade

J. F. Zahm & Co., Toledo, O.

Members Toledo Produce Exchange and
Chicago Board of Trade

"HERE SINCE 1879"

E. L. Southworth

Kenton D. Kellholtz

Southworth & Company

GRAIN, SEEDS and PROVISIONS

36 and 37 Produce Exchange, Toledo, Ohio

Both Long Distance Phones 555, Direct to Exchange
Floor. Members Toledo Produce Exchange
and Chicago Board of Trade.

RECEIVERS, SHIPPERS AND BROKERS.

McCray, Morrison & Company

Shippers of Corn and Oats

WHOLESALE GRAIN DEALERS

When you want QUICK SERVICE, HIGH QUAL-
ITY and SATISFACTORY PRICES in this line,
consult us.

None are more able to give you this than we.

Correspondence Solicited. KENTLAND, INDIANA

E. A. GRUBBS GRAIN CO.

Greenville, Ohio

Wants Correspondence with members of the
Grain Dealers National in Ohio, Indiana and
Illinois. We want strictly sound winter wheat,
yellow shelled corn and re-cleaned white oats.

McLane, Swift & Co.

Buyers of Wheat, Corn, Natural and
Clipped Oat, Choice Rye. Write for
bids. Consignments solicited. Ele-
vator located on M. C. & Grd. Trunk.

BATTLE CREEK :: MICHIGAN

Consign your Hay and Grain to
Benedict Commission Co., Ltd.

Receivers and Exporters

Facilities Unsurpassed NEW ORLEANS, LA.

CRABBS REYNOLDS TAYLOR CO.

GRAIN AND CLOVER SEED

CRAWFORDSVILLE INDIANA

Jno. H. Miller's Sons

Receivers and Shippers of

Grain and Feeds,

TYRONE, PA.

LANGENBERG Hay and Grain Co.

NEW ORLEANS, LA.

Consignments Solicited

Branch of Langenberg Bros. & Co., St. Louis, Mo.

W. F. HECK & CO.

Will handle your consignments on regular
terms, or buy outright

GRAIN, HAY, STRAW and MILL-FEED

Car or mixed car lots

727 Wabash Bldg. PITTSBURGH, PA

Hughes Warehouse & Elevator Co.

NASHVILLE, TENN.

Grain, Hay, Millfeed, Flour

"STOCKBRIDGE SERVICE SATISFIES"

BUYERS AND SHIPPERS OF

GRAIN, HAY, BEANS AND WOOL

Stockbridge Elevator Co.

JACKSON, MICH.

BALDWIN GRAIN COMPANY

GRAIN BROKERS

BUYERS OF CAR LOTS

R. C. BALDWIN, Mgr. BLOOMINGTON, ILL.

L. E. SLICK & CO.

402-405 Livingston Bldg., Bloomington, Ill.

CASH GRAIN

We Buy Grain for All Markets.
Both Phones. Get Our Prices.

WILLIS E. SHELDEN
Wholesale Grain
JACKSON MICHIGAN

Gates Elevator Company

Receivers and Shippers of

GRAIN, HAY and MILLFEED

CLEVELAND, OHIO

WE HANDLE all kinds of grain and
feed; also make a
specialty of off grade and sample wheat,
feed barley, kaffir corn, etc.

Correspond with us. Think it will pay you.

THE D. W. RANLET CO.

708 Chamber of Commerce

Boston, Mass.

A. FELTY, COLUMBUS, OHIO

TRACK BUYER AND SHIPPER

Milling Wheat One of My Specialties

WRITE FOR QUOTATIONS ON

"GRAIN and HAY"

SCOTT & WOODROW CO.

16 E. BROAD ST., COLUMBUS, O.

Car Lot Shippers Grain and Hay

Largest handlers of New Cool and Sweet
Corn in Ohio.

MATTHEW D. BENZAQUIN

GRAIN AND FEED

Brokerage and Commission

Domestic and Export

505 Chamber of Commerce, BOSTON, MASS.

Drive

Your business. Hitch up with an ad.
in the Grain Dealers Journal. You
will then have a pleasant and profitable
ride.

REGISTER OF WAGON LOADS RECEIVED

This substantially bound book is invaluable to the country grain man and facilitates the work of
keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain,
Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each book contains spaces for records of 4,000 loads. It is printed and ruled on sterling ledger
paper, and bound in extra heavy binder board with leather back. Order Form 12AA. Price \$1.50.
GRAIN DEALERS JOURNAL, La Salle Street, CHICAGO, ILL.



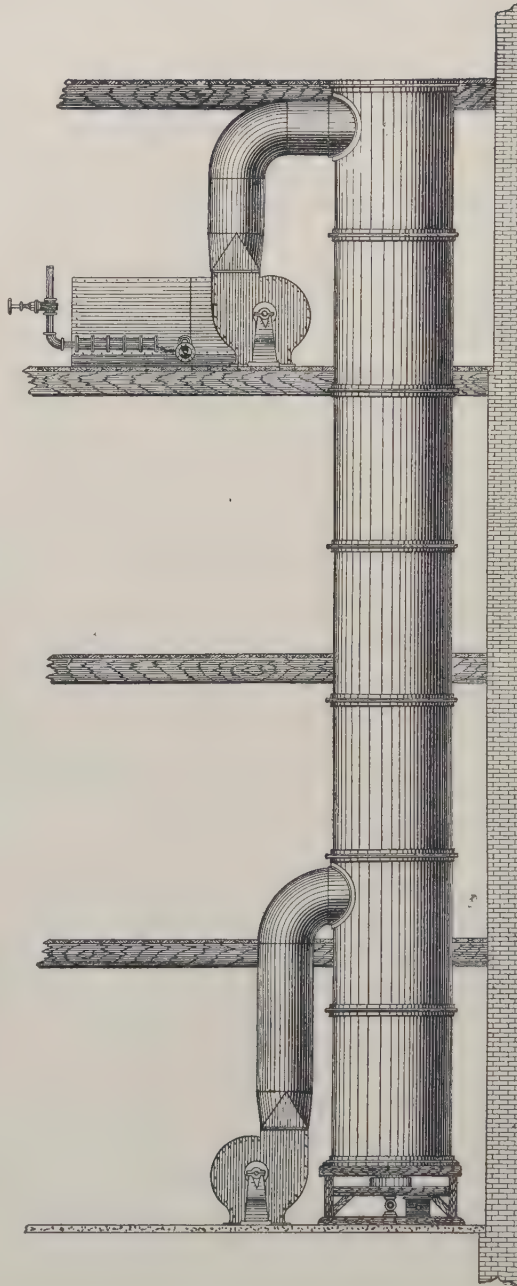
Moline Grain Dryer



Will completely remove all bad odors, mold, dampness and mustiness from all kinds of seed or grain without affecting its germinating, milling or food qualities.

The grain does not come in contact with hot pipes or any other part that would scorch or burn it, but the heat is evenly distributed throughout, and each kernel of grain receives just the amount necessary to thoroughly dry it.

The dryer is arranged with mechanical discharge which gives the operator complete control of the character of the work.



The hot and cold portions of the dryer are completely separated, thus obviating the necessity of having air pipes pass through the grain from the outer to the inner cylinder.

Thus there are no pipes to hinder the flow of the grain and none of it is injured by being held too long and subjected to too much heat.

It can be built to suit the requirements of any situation or capacity.

Send for latest catalogue.

We also make a complete line of Feed Mills, Oat Clippers, Separators, Corn Shellers and Cleaners, Dust Collectors, etc.

BARNARD & LEAS MFG. CO.

MILL BUILDERS AND MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



We Wish You All

The Compliments of the Season

A MOST

Happy and Prosperous New Year



THE
PHILIP SMITH MFG. CO.
Sidney _____ Ohio

MANUFACTURERS OF

The Sidney Line

of Corn Shellers and Cleaners,
Grain Elevating and
Conveying Machinery

WRITE FOR CATALOGUE No. 25

A Complete Stock of Machinery and Repairs carried at Enterprise, Kansas

THE
Season's
Greetings
to all
grain
men.

WE
wish to
announce
that we
are now
in a
position
to
furnish
your needs
in any
phase
of the
Grain or
Commission
business
in this
or any
other
market.

Elmore-Schultz Grain Co.

433 Pierce Building

St. Louis, Missouri

*With Compliments of the
Season, we extend to you
our friendly greetings
and best wishes
for the year*

1912.



The Albert Dickinson Co.

SEED MERCHANTS

MINNEAPOLIS

CHICAGO

Western

To Our Patrons

We are now located in one of the largest and best equipped plants in the United States, devoted exclusively to the manufacture of grain elevator equipment.

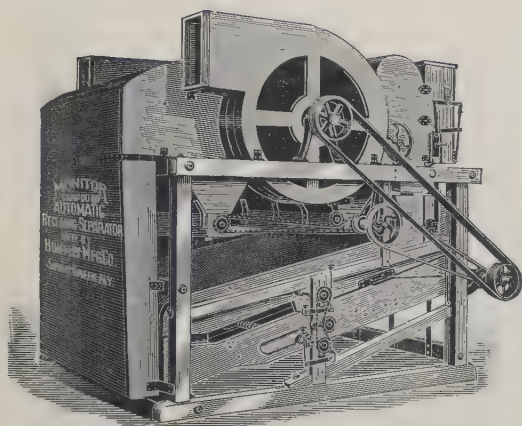
We take this opportunity of expressing our sincere thanks for your liberal patronage in the past, at the same time calling to your attention the many advantages to be gained by dealing with a house that specializes in the manufacture of machinery and supplies for your own particular use.

Our ever increasing business argues strongly in favor of the quality of our product and efficiency of our service.

May you have a very Merry Christmas, and may the New Year bring you happiness and prosperity greater than you have ever known, and each succeeding day of the year give you more cause for thankfulness.

UNION IRON WORKS, Decatur, Ill.

THE BEST CLEANER AT ANY PRICE



"MONITOR"

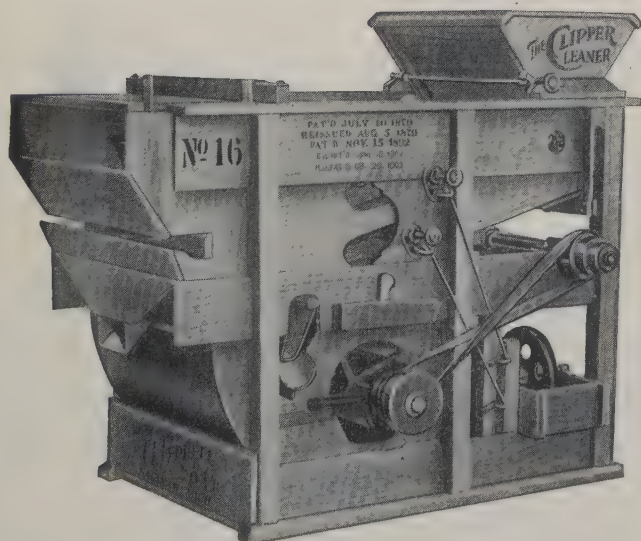
It is not the price that you pay for a grain cleaner that does the work—it's the machine itself. Nowhere at any price is there a machine so wonderfully capable as this new, improved, automatic "Monitor." It is built for cleaning grain in a scientific manner—which means better cleaning work and greater economy. If you were to spend fifteen minutes with our latest, illustrated, descriptive literature you would become convinced that this machine leads everything else in cleaning machinery at the present time. Allow us to send you catalog.

HUNTLEY MFG. CO., Silver Creek, N. Y.

AGENTS:

MINNEAPOLIS, MINN..	-	-	-	A. F. Shuler, 316 Fourth Ave., South
CHICAGO, ILL.	-	-	-	F. M. Smith, 608 Traders Building
PORTLAND, ORE.	-	-	-	C. J. Groat, 404 Concord Building
WICHITA, KAN.	-	-	-	J. B. Ruthrauff, 301 S. Lawrence St.
ST. LOUIS, MO.	-	-	-	S. J. McTiernan, 25 Merchants Exchange
JACKSON, MICH.	-	-	-	A. H. Smith, 206 Lansing Ave.
AKRON, OHIO	-	-	-	A. S. Garman
OWEGO, N. Y.	-	-	-	J. H. Foote

The No. 16 Clipper Seed and Grain Cleaner



This is a first class Cleaner of medium capacity that will make any separation that can be made on our largest and most expensive machines

It has Traveling Brushes on the screens and Special Air Controller. These two devices make it possible to separate any two kinds of seeds or grains that are not of exactly the same size or weight. The Brushes keep the screens from becoming choked and the Air Controller regulates the blast to exactly the proper strength to blow out light or blasted clover without blowing out good seed, or to blow out light or chaffy grain from the plump, heavy grain when grading for seed purposes.

This machine is light running, well made, nicely finished and guaranteed to give satisfaction. Catalog and full description furnished on request.

A. T. FERRELL & CO.

SAGINAW, W. S.

MICH.

"A Prosperous New Year to You"

It is Assured if You



Buy From
American Supply Co.,
1110-1112 Farnam Str.
Omaha - Nebr.



Manufacturers and Jobbers
Elevator Machinery & Supplies

Gasoline Engines, Scales Etc.
Largest Stock — Lowest Prices.

Rexall Double Stitched Belting

The Gospel of Economy in Belt Expense thru REXALL versus Rubber and ordinary canvas has penetrated everywhere and thousands of Elevator Men have deserted the Belt that WAS for the Belt that IS

*For
Elevating
Conveying
Heavy
Transmission*



"There's a Reason"
↓
*Double
Stitched
Means
Double Life*

IMPERIAL BELTING COMPANY

MANUFACTURERS

"Everything in Belting"

CHICAGO

Be With the Bunch

AT THE

Hotel English

Monument Place, Indianapolis, Ind.



OFFICIAL HEADQUARTERS

Midwinter Meeting

Indiana Grain Dealers Association

January 16th, 1912

WRITE RIGHT NOW FOR RESERVATIONS

To Our Many Friends

We extend the Season's Compliments
and Best Wishes for a

MERRY CHRISTMAS

and a

PROSPEROUS NEW YEAR

Let us help you make the year
1912 a prosperous one for you
by co-operating with you in re-
ducing your belt-operating
expenses—

We can prove our ability.

W. H. Salisbury & Co.

(Incorporated)

ESTABLISHED 1855

"Oldest Rubber House in the West"

Chicago

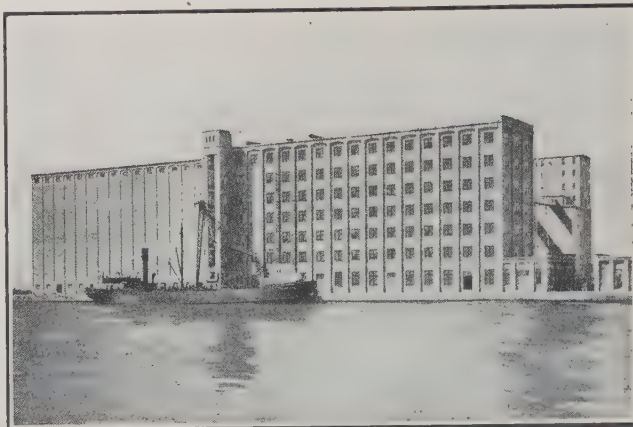
Illinois

Actual Facts—

are given in this number of the Journal regarding the new modern elevator erected for the Maple Leaf Milling Co. at Port Colbourne, Ont., Canada. ¶ The superiority of my advanced construction of fireproof grain elevators, mills and warehouses is easily comprehended by reading this illustrated article. Many improved features covered by patents.

**Patent Square
Bin Concrete
Elevators**

**Plans and
Estimates**



Plant of Maple Leaf Milling Co., Port Colbourne, Ontario

**Grain Elevators,
Mills and
Warehouse
Buildings in
Concrete, Brick,
Steel or Wood**

If we can satisfy others, we can you, and will be pleased to show you on application. Write

J. H. TROMANHAUSER

Engineer, Contractor and Builder

604 Temple Bldg.

Toronto, Ont., Canada

*A Merry Christmas
to all users of
Grain Elevator
Machinery.
The U. S. Shellers
and Grain Cleaners
have proven to be
Genuine Successes;
constant in every
sense of the word.
Write us before buying.
Yours for quick
shipments at best
prices we are,
B. S. Constan Co.
Bloomington, Ill.
P.S. Send for a catalog.*

SET OF BOOKS FOR GRAIN DEALERS

COMPLETE FOR \$3.50.

A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on sterling ledger paper, and substantially bound in full heavy canvas covers.

A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding **Sales** and **Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under **Returns** are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

It contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper.

GRAIN DEALERS JOURNAL

La Salle St., Chicago, Ill.

GRAIN ELEVATOR BUILDERS

CONCRETE GRAIN STOREHOUSES

are fireproof and durable. The cost of maintenance and insurance of building and contents is reduced to a minimum. Grain keeps better in concrete and business is never interrupted by a fire. It is the only material the grain dealer who expects to remain in business can afford to use, and if he wishes to sell out, his plant is as good as new.

Write for Plans and Specifications to
B. J. CARRICO, Fort Worth, Tex.

MODERN ELEVATORS?

YES, INDEED. Address the inquiry

W. H. CRAMER

ST. PAUL, NEB.

and satisfaction will be yours. Convincing references.

Grain Storage Construction Co.

Mutual Life Bldg., BUFFALO, N. Y.

Builds Steel and Concrete Elevators

Write Us for Catalogue

15 Complete gangs
on the job.

15 New elevators now
under construction.

53 First class plants
built so far this year.

WHY?

Because nothing succeeds
like success.

We will send you the names and locations of the 53 plants so you can look over the one nearest your place.

If you have any idea at all of building a new plant or repairing your old one, drop us a line.

It won't cost you anything to do that.

**BURRELL ENGINEERING &
CONSTRUCTION COMPANY**

Stock Exchange Bldg., Chicago, Ill.

BUYERS AND SELLERS

of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

C.H. Birchard
CONTRACTOR OF **Grain Elevators.**

Especially Designed for Economy
of Operation and Maintenance
LINCOLN, NEB.

Morley Bros. Haden & Plott

Designers and Builders of
Elevators and Warehouses

Wichita, - Kansas

REDUCE YOUR EXPENSE

bill, by having an Elevator that does the work. I build and remodel grain Elevators. Write for plans and prices,
R. M. VAN NESS, Fairbury, Neb.

GRAIN ELEVATOR

Designing and Construction
Made a Specialty

Witherspoon-Englar Co. Monadnock Bldg.
CHICAGO

FRIEDLINE

designs and builds strictly modern Grain Elevators,
Concrete Storage Tanks, Mills and Warehouses.

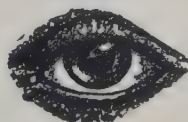
Write for Plans and Estimates.

FRED FRIEDLINE & CO.,
512 Traders Bldg., CHICAGO

Macdonald Engineering Co.

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS

Monadnock Bldg., CHICAGO, ILL.



SEE US

about that

New Elevator

You want the best—most modern—at the RIGHT price. We combine these conditions to your satisfaction. The stamp and time for a letter to us, will be amply repaid. Write today.

McAllister & O'Connor

Designers and Builders of Elevators
Phone Harrison 7859

1232 MONADNOCK BLDG., CHICAGO

Grain Elevators

When planned, built and equipped by us, prove a pleasing proposition TO YOU. Write and tell us what you want.

NEWELL CONSTRUCTION CO.

Cedar Rapids, Iowa.

STEEL GRAIN TANKS

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success. We do it.

Wm. Graver Tank Works, East Chicago, Ind.

THE SIDNEY ENGINEERING & CONSTRUCTION COMPANY

Designers and builders of grain elevators.
Elevator property bought and sold.

SIDNEY, OHIO

O. J. LEHRACK

Contractor and Builder of
Grain Elevators

KANSAS CITY, MISSOURI

John S. Metcalf Co.

ELEVATOR BUILDERS

623 THE TEMPLE

Plans and Specifications
a Specialty,

CHICAGO

L. O. HICKOK & SON

ENGINEERS and CONTRACTORS

for ELEVATORS

FIREPROOF STORAGE

Minneapolis, . . . Minn.



C. E. Bird & Co.

MINNEAPOLIS

Elevator and Mill
Builders

16 Years'
Practical Experience

ABSOLUTELY FIREPROOF



Every par
reinforced
concrete

Not Costly.

Any number
hoppered
bins spouting
direct to car

No
Insurance

Lasts forever

For cost and
details, send to
Appleton, Wis.

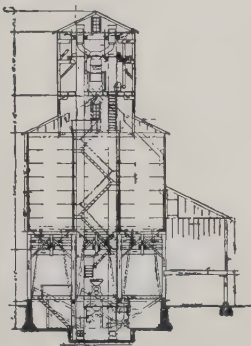
FINTON CONSTRUCTION CO.

GRAIN ELEVATOR BUILDERS

**REAL builders of
REAL elevators**

**YOUNG LOVE
CONSTRUCTION CO.**

**218-219 Grain Exchange
SIOUX CITY, IOWA**

MODERN GRAIN ELEVATORS

We have every facility for planning for anyone desiring a modern grain elevator, complete working plans and specifications.

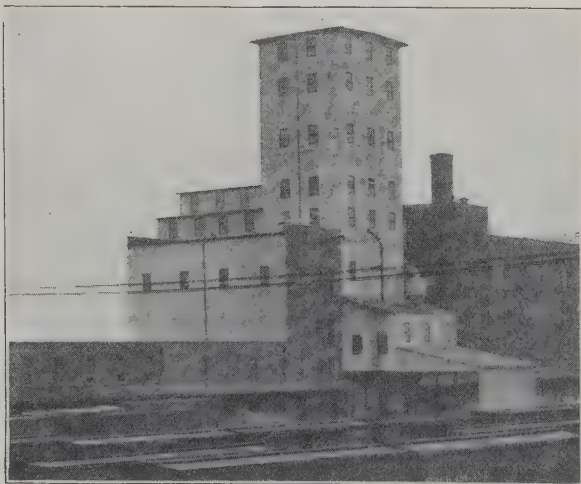
It is cheaper to make changes on paper than after the building is completed.

However, if your building does not suit you or it needs modernizing, we can show you how to do it best.

Write us for particulars.

RELIANCE CONSTRUCTION CO. 625 Board of Trade,
Indianapolis, Ind.

Reinforced Concrete Grain Elevator, Feed Mill and Warehouse, built in 1910 for Buffalo Cereal Co., at Buffalo, N. Y.



Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.

MONARCH ENGINEERING CO.

Chamber of Commerce

BUFFALO, N. Y.

To all our customers and friends, we wish to thank you for your liberal patronage of the last season. Although the wheat crop was very poor in the western part of the State of Kansas, our business has increased greatly. We have this year finished thirty-six complete contracts, have sold equipments for twenty-six more, and have rebuilt twelve houses, besides adding two hundred and fifty customers to our already large list of patrons. All of which goes to show that our endeavors to please have met with a large measure of success.

G. C. Christopher, A. C. Rynders,
Owners of

P. H. Pelkey Construction Co.
Wichita, Kans.

OLSON BROTHERS & CO.

ENGINEERS and CONTRACTORS

Grain Elevators, Flour Mills
and Complete Plants for handling
Coal, Sand, Gravel, Ores,
Ashes, etc.

Phone Humboldt 2373
2418-22 Bloomingdale Ave.
CHICAGO, ILL.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.50.

GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

GRAIN ELEVATOR BUILDERS

LISTEN

Have Your
ELEVATOR—BUILT—RIGHT

T. E. IBBERSON

ELEVATOR BUILDER

Minneapolis, :: Minn.

FIRE PROOF STEEL GRAIN ELEVATORS AND STORAGE TANKS



Almost anywhere between the Mississippi and the Pacific Coast, you will find elevators like these that we have built.

We have the largest plant in the West for manufacturing steel work and Machinery of all kinds.

We Are Designers and Builders

MINNEAPOLIS STEEL & MACHINERY CO.
MINNEAPOLIS, MINN.

Denver, Colo.
Seattle, Wash.

Spokane, Wash.

Salt Lake City, Utah
Butte, Mont.

Kaucher, Hodges & Co.

DESIGNERS AND BUILDERS

Exchange Bldg., Memphis, Tenn.

L. J. McMILLIN

Engineer and Contractor of
GRAIN ELEVATORS

Any Size or Capacity

627 Board of Trade Bldg., Indianapolis, Ind.

O. P. HIETT COMPANY

Designers and Builders of **GRAIN ELEVATORS** of Any Size or Capacity

PLANS AND SPECIFICATIONS A SPECIALTY

Our elevators are so designed that the cost of operating and maintaining same is minimized by arrangement and adaptability to the need of the business. Write us if you are going to build an elevator or remodel your old one and we will save you money and guarantee you satisfaction in the construction of the work.

PEORIA

ILLINOIS



St. Lawrence Flour Mills Co., Limited.
Montreal, Quebec

This very complete plant recently constructed by

The Barnett & Record Company

Minneapolis - Minnesota
Fort William - Ontario
Duluth - Minnesota

Write us for designs and estimates.

JAMES STEWART & CO.

CONTRACTORS

Designers and Builders of **GRAIN ELEVATORS** in All Parts of the World



Grand Trunk Pacific Elevator at Fort William, Ontario.
Capacity 3,500,000 Bushels.

GRAIN ELEVATOR DEPT., 1811 Fisher Bldg., Chicago

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

We also do General Contracting and have Offices in the following cities.
Write or call on any of them

New York, Hudson Terminal Bldg.

Pittsburg, Pa., Henry Oliver Bldg.

San Francisco, Cal., 709 Mission St.

Canadian Stewart Co., Ltd., Montreal

St. Louis, Mo., Bank of Commerce Bldg.

New Orleans, La., Hibernia Bank Bldg.

Denver, Colo., First National Bank Bldg.

Canada, Eastern Township Bank Bldg.
Fort William, Ontario, Canada

NOW

is the time to get started right.
DEAL WITH EXPERTS ONLY.

DONALDSON & CO.**Railroad Claim Collectors**

General Offices, 1001-2-3-4 Gloyd Building
Kansas City, U. S. A.

BOWSHER

(Sold with or without Elevator)
CRUSH ear corn (with or without
shucks) and GRIND all kinds of
small grain. Have Conical-Shape
Grinders. Different from all others.

LIGHTEST RUNNING

(Our circular tells why)

Handy to Operate. Ten sizes
2 to 25 Horsepower.

Peculiarly suited for use
with Gasoline Engines

The N. P. Bowsher Co.
South Bend : : Indiana

**FEED MILLS**

BIG CAPACITY Corn and Feed Mill

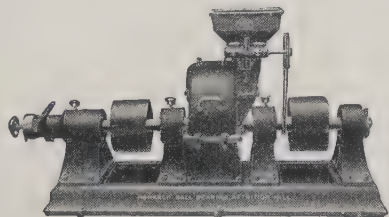
But that isn't the only advantage of this
Ehrsam Two and Three-High mill. It's made
of finest materials for strength and long ser-
vice. Frame is all cast iron—and arranged so
that rolls can easily be removed for grinding
and corrugating. Don't decide on any corn and
feed mill till you get all the facts about the

EHSAM**"TWO AND THREE-HIGH"**

furnished with belt or gear drive on slow side,
as desired. Grinds coarse or fine meal, barley,
graham flour linseed meal, rye, corn chop,
etc. Best for each. Built for rolls nine inches
in diameter. Send your name now for all
facts. Address

THE J. B. EHSAM & SONS MFG. CO.
2 Factory St., Enterprise, Kansas

*The Largest and Best Equipped Roll Dressing
Plant West of the Missouri River.*



The "MONARCH" LINE
The "MONARCH" WAY
Always Has and Always will
stand "SUPREME."

ESTABLISHED IN 1866

The World's Famous Corn Meal and
Feed Mills.

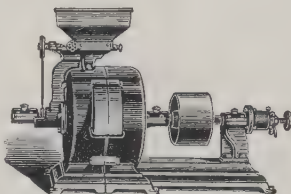
The MONARCH BALL BEARING Attrition Mill
is the Peer of them All.

Do you want to **save power** or **increase your
capacity**? Then write us at once.

How can you be without **Monarch Machinery**?

It is used **the world over**. Write for catalogues.

We **manufacture everything** for the **Feed** or
Flour Mill or **Grain Elevator**, etc.



The Monarch Genuine French Burr Mill

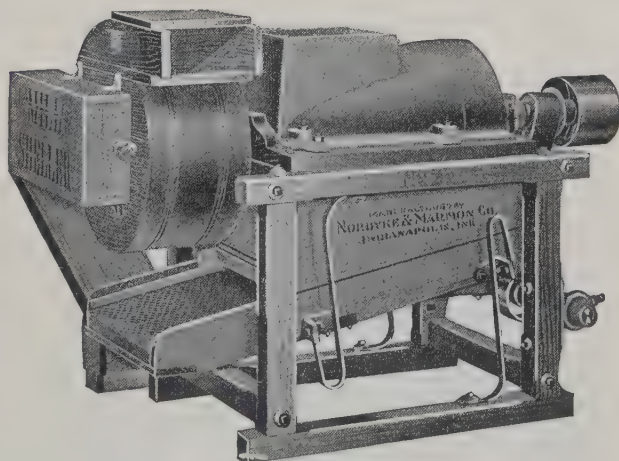
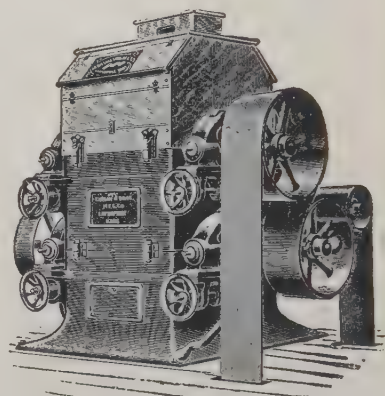
SPROUT-WALDRON & CO. "Mill Builders" **MUNCY, PA.**

P. O. BOX 260

General Western Office:
Monadnock Block, Chicago

Pacific Coast Branch:
613 McKay Bldg., Portland, Ore.

Northern Office:
1208 Fourth St. So., Minneapolis, Minn.



"N & M Co." Elevator Machinery

has earned its splendid
reputation by what it has
actually done in years of
service. Its unequalled strength, reliability and economy
are matters of record in many of America's finest elevators
and mills.

NORDYKE & MARMON COMPANY

America's Leading Mill Builders

Established 1851

INDIANAPOLIS, IND.

PEERLESS
GRAIN FEEDERS CAN LOADERS
OVERHEAD DUMPS MAN LIFTS
for continued satisfaction
PEERLESS FEEDER CO.
RHINEHART SMITH, Mgr.
SIDNEY, OHIO
OHIO REPT. FOR UNION IRON WORKS

GRAIN TRYERS 
WILLIAMS-LLOYD MACHINERY COMPANY, 638 Federal Street Chicago

CAR-LINING BURLAP
To prevent leakage of grain, line cars with "Milwaukee Burlap"—it will save you dollars and trouble.
Write for prices and samples.
MILWAUKEE BAG CO., Milwaukee, Wis.

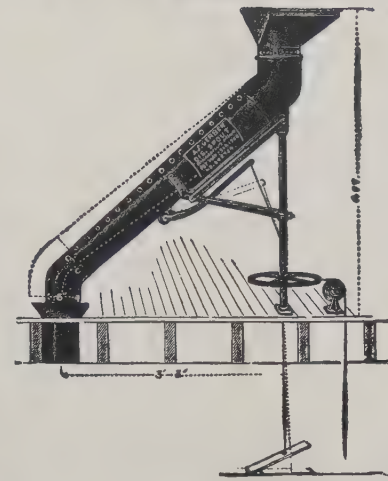
It's up to you, Mr. Grain Man

Do you desire a fanning mill, when you pay for a cleaner? Certainly not. Then see our "Standard" line of cleaners for all varieties of grain. It pays.

Standard Cleaners

Grain men are fast realizing the benefits derived thru the installation of a grain cleaner, but more than that they are being convinced of the superiority of the "Standard". Before that dirty load of grain comes in—Write

The International Manufacturing Co.
CRESTLINE, OHIO



AFFINITIES Satisfaction and a GERBER SPOUTING SYSTEM

The mixing of grain is impossible, can be operated from working floor, made of heavy sheet steel, the pressure of the foot directs the spout into any desired bin, and the position of the foot lever when released will show whether spout is properly seated in floor funnel.

Write for Prices.

J. J. GERBER
MINNEAPOLIS - - - MINN.

RECEIVERS
who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL

INTERNATIONAL SUGARED FEED



MANUFACTURED BY
INTERNATIONAL SUGAR FEED CO.
MINNEAPOLIS, MINN. U.S.A.

SUCCESSFUL HOG RAISING

BEST CARLOAD FROM HIS STATION

International Sugar Feed Co. Kirkwood, Ill.
Dear Sirs:—I fed the *International Sugared Hog Feed* for five months to 75 head of March pigs, which were shipped on the 8th of November and averaged 213 lbs., and had not been on a full feed of corn for more than five weeks. They were the best carload of shotes shipped from our station this fall. I fed shorts and your sugar feed in equal parts in a thin slop.

J. O. F. JOHNSON

FATTENING HOGS GROW FINE IN WINTER

International Sugar Feed Co. Greenfield, Ia.
Dear Sirs:—I fed *International Sugared Hog Feed* to six head of shotes, adding a little bran and shorts with it in the slop. They made a fine gain and I am well pleased with are doing fine.

FERDINAND GREENBECK.

THESE SHOTES GAINED 2½ POUNDS PER DAY

International Sugar Feed Co., New London, Ia.
Dear Sirs:—I fed *International Sugared Hog Feed* to 40 head of shotes and never had better success in growth and weight. These shotes weighed only about 30 lbs., when I commenced feeding and in *three months* they averaged 227 lbs. apiece. I am well satisfied with your feed and have been using it just as your directions call for.

JOHN A. BOYD.

INTERNATIONAL SUGARED HOG FEED is unequalled for brood sows, shotes and fattening hogs. It is composed of oil meal, grains, digester tankage, molasses and a small amount of charcoal. Fed according to directions, it will always return several times its cost in extra gain and will also save grain by shortening the feeding period. Costs less per ton than oil meal and is preferred by feeders. You can obtain a properly balanced ration for producing quick and profitable growth by using one-half pound International Sugared Hog Feed daily for each shote, mixed with other grain feed.

We give exclusive agency to dealers. We want a live dealer in every town. Write us for prices on carlots or less than carlots and we will send you prices, samples and Illustrated Booklet. International Sugared Hog Feed will sell on sight and is a repeater wherever sold.

INTERNATIONAL SUGAR FEED COMPANY
MINNEAPOLIS, MINN.

M. M. BAKER & CO.100 to 110 Harrison Street
PEORIA, ILL.**Belting Packing**

Hose, Chain, Wire Rope

Elevator Supplies

PROMPT SHIPMENTS

144 page catalogue sent on request

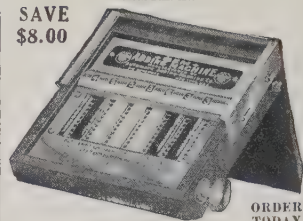
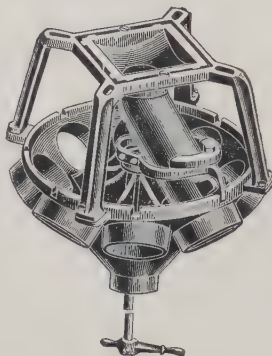
**Grain Dealers Everywhere Are Using
The Automatic Dump
Controller**Entirely under the drive-
way floor and takes up
no room.Easily attached to a rail,
platform or dump scale.Has control of the dump
from the time that the
trigger is pulled and
causes it to settle down
easily and without the
least jerk or jar.

Shipped on 30 or 60 days' trial

Also build

Grain Elevators

Write for plans and estimates.

L. J. McMILLINBoard of Trade Building
INDIANAPOLIS, IND.**Want a Job?**—Advertise in the Situation Wanted
columns of the Grain Dealers Journal.**ONLY \$12.00 BUYS A \$20.00 SLIGHTLY USED
GEM ADDING MACHINE**We have in stock a limited number of very slightly used Gem Adding
Machines that have been out on trial only a few times. These Machines are
practically as good as new.The Gem is the recognized Standard Desk Adding Machine, having
been on the market for over 8 years. There are over 30,000 in use. Booklet
of Testimonials on request.Save \$8.00 by ordering one *to-day* and if you are not absolutely satis-
fied after ten days trial, return the machine and get your \$12.00 back.Address: R. GANCHER,
319 BROADWAY, AUTOMATIC ADDING MACHINE CO., NEW YORKSAVE
\$8.00ORDER
TODAY**Hall Signaling Distributor**This simple, unique device with only two moving parts, has
saved its various owners in ten years**OVER A MILLION DOLLARS**Each is as good today, as when bought and will be for future
generations. It is an economic gem.**HALL SPECIAL**

(ELEVATOR LEG)

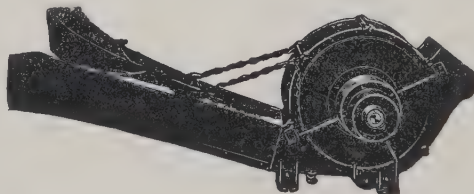
You want your elevator leg to do its work economically; to
cost as little as possible to construct; to operate with the least
care, attention and expense; to elevate the most grain for its
size and cost, and in the quickest time; to cause you no interrup-
tion or delay or repairs.

That is why you have it.

To get this profitable and economic equipment and results, you must have a

HALL SPECIAL

You should attend to it before it is too late and your money is wasted on something else.

Hall Distributor Co., 222 Ramge Bldg., Omaha, Nebr.Albert, Kansas, Nov. 22, 1911.
Maroa Mfg. Co.—Dear Sirs: I have my loader
in and have loaded two cars of wheat and the
loader just works fine, so I am sending you a
check for it today.Yours truly, L. G. Mausolf.
If the machine works fine for two loads
it is evident it can do good work, but it is no
guarantee as to how long it will continue to
work so well. However, Mr. Mausolf knew
about its durability as he was familiar with
the Boss car loader which Mr. F. W. Haas ofAlbert purchased in April, 1904. A great many of the orders we are receiving now are from people who
are familiar with the machines, which proves how satisfactory they are. Besides that we send them
on trial so that if there are any chances we take them.**MAROA MANUFACTURING CO.**

Department 3

Maroa, Ill.

Look Here, Mr. Grain Dealer.You've been considering the installation of car loader
for some time—if you have not it's time you were.Why not give up the old-fashioned method of crawling into a
car to fill it to the limited capacity—of receiving discounts on cars
of grain, because the center was dust and foreign matter, of con-
stant attention to old timed spout when loading? The installa-
tion of a**COMBINED
GRAIN CLEANER AND PNEUMATIC
CAR LOADER**

means more profit with less labor. WHY? Because—

First and most important—It is impossible for it to crack or mill the grain.

Second—It will fill the largest cars to full capacity, without any labor in the car.

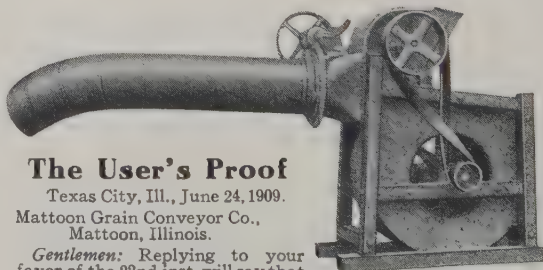
Third—It is strong and durable, automatic in its action, and requires no atten-
tion after starting.Fourth—The constant moving of the pneumatic tube as it loads the grain, pre-
vents any accumulation of dust or dirt in the center, or any other part of the car,
thereby avoiding heating, and "off" grades.

Fifth—It cools and dries the grain as it passes through the current of air.

For full particulars, prices and testimonials write

MATTOON GRAIN CONVEYOR COMPANY, MATTOON, ILLINOIS

"LOADS GRAIN, MALT, OR SAND."

**The User's Proof**Texas City, Ill., June 24, 1909.
Mattoon Grain Conveyor Co.,
Mattoon, Illinois.Gentlemen: Replying to your
favor of the 22nd inst. will say that
the "Combined Grain Cleaner and Pneumatic Car Loader," which
I purchased of you last season, has given good satisfaction. It
cleans considerable dust out of the grain, which gives it a better
grade. Since I have installed one of your loaders in my elevator
I do not use a man in the car, the man who weighs operates the
loader, and it loads each end of the car very nicely, and I wish to
further state that it does not crack the grain. I would recommend
this machine to any one who contemplates putting in a grain
loader.

Yours truly,

W. T. GARNER.

A little Forethought is nearly always better than a lot of After-thought

Capacity 60,000 bushels.

R. C. Cooper

GRAIN SEPARATOR CO.,
Sparta, Wis.

Coopertown, North Dakota
Dec. 29, 1910

Gentlemen:—I am pleased to report that the No. 5 Richardson Oat separator I bought of you last June has done splendid work for me. In separating oats from wheat the work could not be better. It is a perfect separation; fine as silk. I have never before seen work that would begin to compare with the work of this machine.

Wishing you success, I am

Yours truly,

R. C. COOPER.

You wouldn't do without a telephone because you have one and know its value. You wouldn't do without a Richardson Oat separator or Screenings machine if once you had one, because you would know its value.

Right now is a very good time to get acquainted with these separators in your own mill or Elevator. The present crop will warrant you in installing either one or both these machines, as the quality of work you get from them on either oat wheat, or on screenings, cannot be had from any other, and will repay their total cost several times over during a single season.

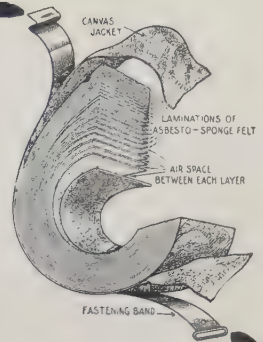
One operation gives you PERFECT separations.

The Richardson Will Make you money.
not cost

Grain Separator Co.
SPARTA, WIS.

Steam Carried a Mile with Practically No Loss!

In a recent test made by prominent engineers, steam at 350 degrees F. was carried through an outside temperature of 60 degrees F., in pipes insulated with



J-M Asbesto-Sponge Felted Pipe Covering

for a distance of 5,356 feet, or over a mile, with a loss of only 10 horse-power. This was but 2.65 per cent of the 375 horse-power engines, carrying 120 lbs. steam. No other pipe covering has such remarkable insulating properties, because none other confines such a great amount of dead (motionless) air, which is the secret of insulation.

J-M ASBESTO-SPONGE FELTED is also the most indestructible covering on the market. It will not crack, break nor lose its insulating value from vibration or rough usage.

Write nearest Branch for Sample and Booklet

H. W. JOHNS-MANVILLE CO.

Manufacturers of Asbestos and Magnesia Products.

ASBESTOS

Asbestos Roofing, Packings, Electrical Supplies, Etc.

Baltimore	Cleveland	Kansas City	Minneapolis	Omaha	San Francisco
Boston	Dallas	Los Angeles	New Orleans	Philadelphia	Seattle
Chicago	Detroit	Milwaukee	New York	Pittsburgh	St. Louis 957

DO YOU SELL CEMENT?

If not, why not?

You want to sell, and we want you to sell, the brand that will bring the best result.

Let's get together and see what we can do. Let us show that

LEHIGH SERVICE MEANS SOMETHING

The results keep on coming in. Every dealer reports splendid results. Send for our booklet that shows how we cooperate with you. Write today to the



Lehigh Portland Cement Co.

528 Peoples Gas Bldg., Chicago

KILL MAIL ORDER COMPETITION

Handle a type of Spreader they *can't* furnish!

WHEN you attack them from this angle they're helpless. They can't furnish anything like the New Idea Manure Spreader. Patents won't let them.

Same Thing With Other Manufacturers

They can't cut in on your business. They haven't the spreaders to do it. We proved it to them. Remember the Hartman Farm Contest last April? Everybody interested in spreaders looked for the result of that exacting test. But it didn't take Mr. Hartman long to decide. He ordered four of our spreaders then and there.

Here's The Reason

Our spreader not only spreads manure, but pulverizes it. Instead of one beater we use two. No lumps can get by them. They can't clog. The teeth go clear through the bar and are sharp. Our distributor spreads the manure from five to seven feet wide. Covers three rows of corn or tobacco. Manure is thrown by means of obliquely set paddles, so outside and center is covered evenly.

Power is derived directly from rear axle. Lightens the draft. The box has a solid bottom. The conveyor works on the bottom of the box and has two speeds.

Send for Catalog and ask for Dealers' Proposition.

NEW IDEA SPREADER COMPANY
Coldwater, Ohio

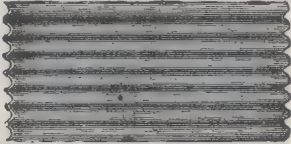


Sold through Dealers only

THE NEW IDEA MANURE SPREADER

GALVANIZED CORRUGATED

Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c



SYKES Steel Roofing Company, Chicago, Ill.
Sheet Metal Contractors, Makers of Fireproof Windows
Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.



BENCH \$16.00

is just the bench that every grain dealer ought to have. This illustration shows correct construction. The bench is 48" long, 23" wide and 38" high, and is fitted with a first-class Machinist's Vise, of which jaw is 2 1/2" wide and opens 3 1/2". This bench has three drawers, all of same size, being 23"x19"x8". It also has one cupboard 30"x20"x10 1/2". The drawers are fitted with good locks, and the whole bench is made of hard maple and has a good shellac finish. Send cash with order direct to mgr. C. Christiansen, 2219 Grand Ave., Chicago

R



Live weevil plus a little Fuma equals dead ones every time.

Fumigate Your Elevators and Mills with FUMA

The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.
10c per lb., in 50 lb. and 100 lb. drums.
Send for printed matter.

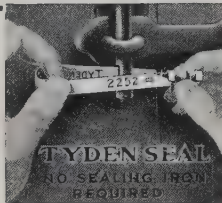
EDWARD R. TAYLOR
Manufacturing Chemist Penn Yan, N. Y.

Claim Losses Prevented

by **TYDEN SELF-LOCKING CAR SEALS** bearing your name and consecutive numbers. Thousands of shippers use them. Write for samples and prices.

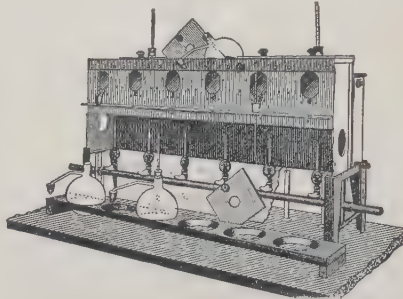
INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Gen'l Sales Agent,
617 Railway Exchange Building, CHICAGO, ILL



WHY PAY GRAIN PRICES FOR MOISTURE?

The method of exactly determining the amount of moisture in a lot of grain is simple. The satisfaction in paying for grain only is great. Get a



Brown and Duvel Moisture Tester

and see your profits grow.

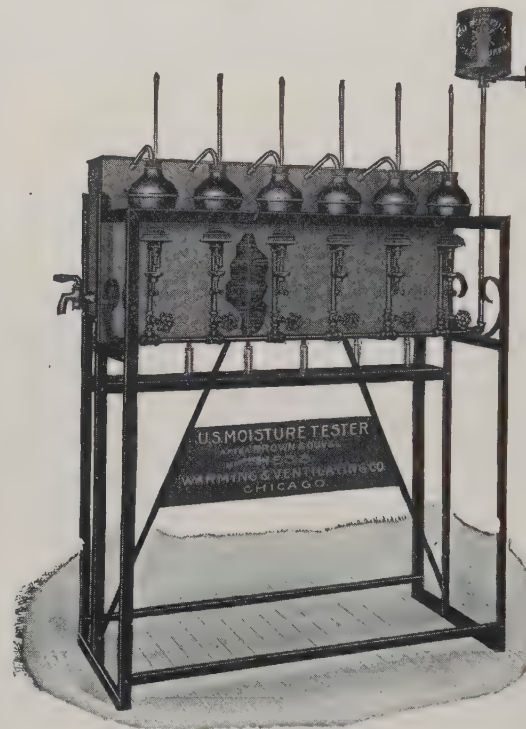
WHY! The sum you will save on one car will pay for the apparatus. For full particulars, write to

THE KNY-SCHEERER CO.

Dept. of Laboratory Supplies

404-410 W. 27th Street, N. Y.

YOU NEED A TESTER NOW



IT SHOULD BE

The HESS U. S. MOISTURE TESTER

Especially adapted to the use of grain dealers.

Made with unbreakable copper flasks.

High steel standard. No table nor bench needed.

Burns gasoline, alcohol or gas.

Simple, durable, accurate.

Used by leading grain dealers everywhere, and by grain exchanges in many cities. That's the kind of testimony that talks.

It is a self-paying investment, and in short order, too.

Get complete particulars, and the simple directions for operating.

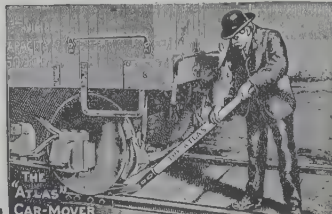
Hess Warming and Ventilating Co., 907 Tacoma Building, Chicago, Ill.



THE OLD WAY

One Man with an ATLAS can easily move a loaded one.

Appleton Car-Mover Co.
Appleton, Wis.



The Atlas Car-Mover

will pay for itself daily and last for years.

Twelve men with a crowbar can hardly move an empty car.

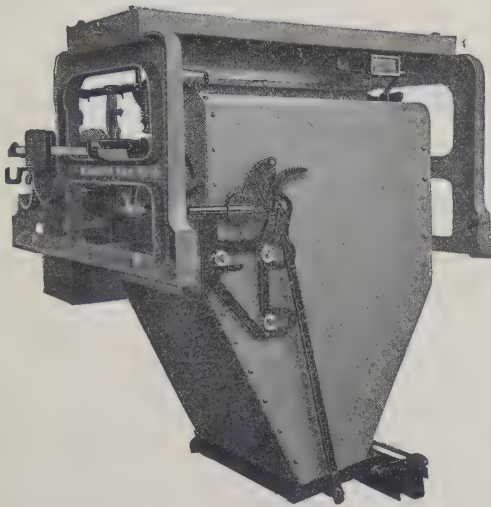
THE NEW WAY

ELEVATOR MACHINERY

GRAIN DRYERS—All Sizes, CRUSHERS, SHELLERS and MILLS, CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS

SEND FOR DESCRIPTIVE CATALOG OF WHAT YOU WANT

THE C. O. BARTLETT & SNOW CO.
CLEVELAND, OHIO, U. S. A.



What's the Use

of shipping your good and valuable grain thru out-of-date and useless scales?

WHY NOT have an up-to-the-minute scale—a REAL Scale—such as the RICHARDSON AUTOMATIC?

You will then know exactly what you ship.

The Richardson service extends thruout the country. Drop us a line and let us serve you—our advice won't obligate you to buy.

RICHARDSON SCALE COMPANY

79 W. Monroe Street, CHICAGO

3 Park Row
New York

Box 305
Omaha, Neb.

413 Third St. South
Minneapolis



PIT & PITLESS SCALES
For STEEL and WOOD Frames, \$25 and up. Write US before YOU BUY. WE SAVE you money Also Pumps and Windmills. BECKMAN BROS., Des Moines, Ia.



Don't Waste Wind

It costs money to produce an air current with a fan.

What's the use of having the air current double back and choke itself.

The New "1905" Cyclone Dust Collector

SAVES THAT WASTE

**The Knickerbocker Co.
JACKSON, MICH.**

Write for our Catalog on Dust Collectors.

Written Contracts Book

This book is planned for recording agreements for the delivery of grain bought. By its use each party there-to obtains a clear statement of what is intended by the other, and the farmer lives up to his contract.

The stub is signed by the farmer certifying that he has sold.....bushels of.....at.....per bu., to be delivered on or before..... It also certifies that he has received.....dollars on the contract. The other part is signed by the elevator man and given to the farmer. It certifies that the elevator man has bought so much grain, etc.

Each book contains 50 contracts, numbered in duplicate, printed on bond paper, size 12x4 1/2". If you contract for grain you cannot afford to be without these blanks.

Order form No. 9. Price, 50 cents
GRAIN DEALERS JOURNAL
255 La Salle St. CHICAGO, ILL.

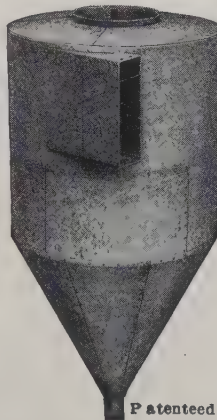
CYCLONE BLOW PIPE CO. IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blowing.

Complete systems designed, manufactured, installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems

1001-1015 W. 21st St., cor. Morgan St. CHICAGO, ILL.



Patented

ACCOUNT BOOKS FOR SALE BY
GRAIN DEALERS JOURNAL, CHICAGO

The Smith Improved Overhead Wagon Dump

This dump is simple in construction, compact, requires little space in the driveway, easy to operate, requires no blocking of wagon, and does not break coupling poles.

The advantage over other dumps is that it takes up no room in your dump, you can fill the dump to the floor, and with the addition of rope, extra rollers or snatch blocks it can be made to dump into as many openings as required. Power can be easily applied to this dump by putting a drive shaft underneath the jack gears and a double flange pulley on this shaft and on the jack frame shaft. Then place a tightener frame and pulley on the floor and when you want to use your dump just tighten the belt. We also manufacture an All Iron Overhead Wagon Dump.

THE PHILIP SMITH MFG. CO.
SIDNEY, OHIO

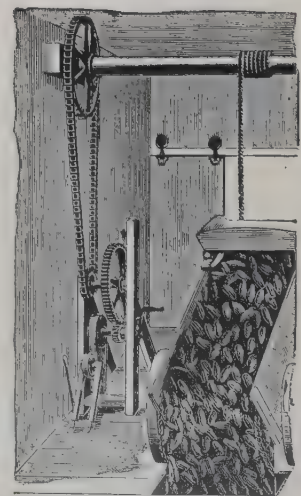
Manufacturers of THE SIDNEY LINE of Corn Shellers and Cleaners, Grain Elevating and Conveying Machinery.

Write for Catalogue No. 25.

A complete stock carried at Enterprise, Kas.



Wood Roller Overhead
Wagon Dump



Showing Power
Attachment

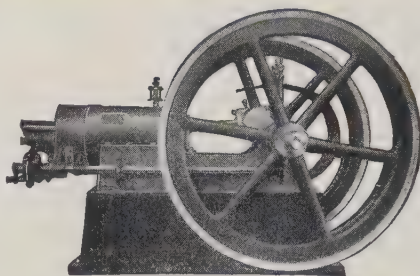
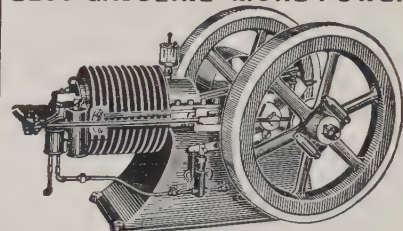
WITTE GAS AND GASOLINE ENGINES

All sizes; any grade fuel.
The Elevator and Grain trade our specialty.
The Witte represents the highest perfection in accuracy and mechanical workmanship.
All valves vertical and self-seating.
Bensonized Bronze Bearings.
Automatic wipe oilers.
Noiseless safety Auto Mufflers.

FIVE YEAR BOND GUARANTEE

Prompt Deliveries Complete Equipments.
Get Elevator Catalog X

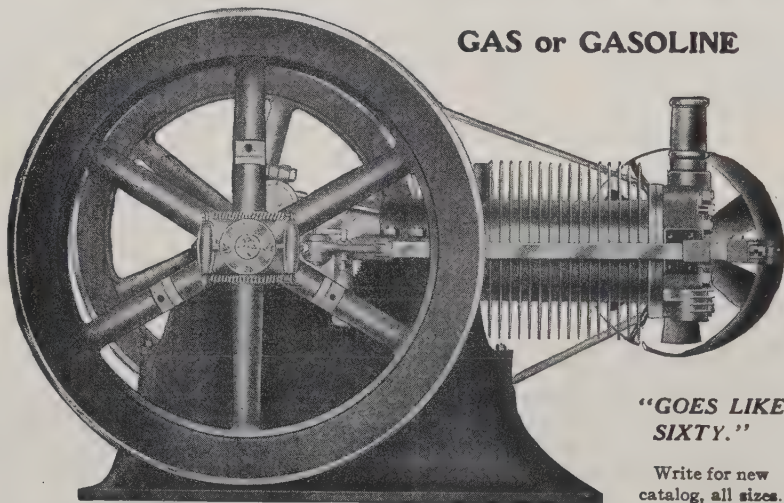
WITTE IRON WORKS CO. 1626 Oakland Ave., KANSAS CITY, MO.

**LESS GASOLINE—MORE POWER**

Why use 3 gallons of gasoline where you need only 2? Every third gallon you buy for a water cooled engine is just that much money thrown away. Find out about the Gade Gasoline Saver. Sizes up to 12 H.P., all air cooled.
GADE BROS. MFG. CO. 110 Main St. Iowa Falls, Iowa

GILSON 5 Horse Power AIR-COOLED ENGINE

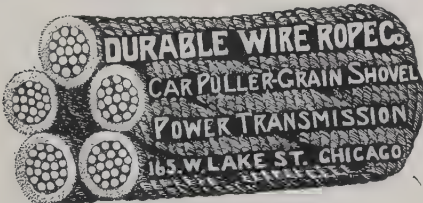
GAS or GASOLINE



"GOES LIKE SIXTY."

Write for new catalog, all sizes.

GILSON MFG. CO., 644 Park St., Port Washington, Wis.

**This space is yours**

If you are the first to apply for it

Direct Reduction Tables for Corn and Oats

Reduce any weight of corn from 100 to 5090 pounds, by ten-pound breaks, direct to bushels of 56 lbs.; 56, with one pound dockage for dirt; 68, 70, 72, 75 and 80 lbs. The 56-lb table may also be used for reducing rye and flaxseed to bushels. Oats are reduced to bushels of 32, 33 and 35 pounds.

Ten tables printed from large type on card board, size 10½x11½ inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 Cents.

Grain Dealers Journal
315 S. La Salle Street CHICAGO, ILL.

DIRECT REDUCTION TABLES for Wheat, Buckwheat, Barley and Timothy

reduce any weight of wheat from 100 to 5090 pounds by ten-pound breaks direct to bushels of 60 lbs.; 60 lbs. with 1 lb. dockage; 60 lbs. with 2 lbs. dockage; 60 lbs. with 3 lbs. dockage; 60 lbs. with 5 lbs. dockage; Timothy Seed, 45 lbs.; Barley, Hungarian Grass Seed and Corn Meal, 48 lbs.; Barley, 50 lbs. and Buckwheat, 52 lbs.

Nine tables, printed from large type on card board, size 10½x11½ inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 cents.

GRAIN DEALERS JOURNAL
315 S. La Salle Street CHICAGO, ILL.

Did It Ever Occur to You

that the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business, and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it.

We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54 inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

The Strong-Scott Mfg. Co.
Minneapolis, Minn.

Northwestern Agents for
Richardson Automatic Scales
Invincible Cleaners
Knickerbocker Dust Collectors

Put Your Name

where everyone identified with the grain trade will see it and keep it there.

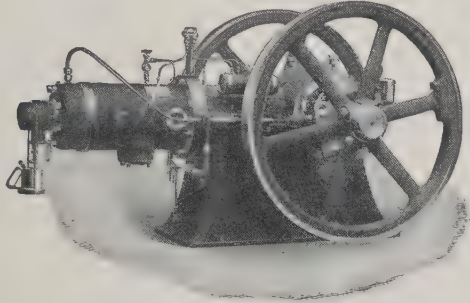
THAT IS IN THE

Grain Dealers Journal
OF CHICAGO

50c } **Runs a 25 Horse**
A DAY } **Power 10 Hours**

The Muncie Oil Engine

"Producing Power with the Cheapest Fuel."



It Operates on Crude Oil, Fuel Oil, Kerosene or Distillate. The few working parts reduce possible repairs and expenses to a minimum making the engine pay for itself in a short time.

Write for particulars, references and prices.

Muncie Gas Engine & Supply Company
Mulberry St. and Railroads **MUNCIE, INDIANA**



Use The Gasoline Engine Of Proved Superiority

The constantly increasing use of I H C Gasoline Engines is the result of tried and proved merit—a superiority which is everywhere recognized. Elevator men know that a reliable, economical gasoline engine is a big profit-maker. I H C Gasoline Engines are popular because they make money for their owners. A stoppage—a break-down in power caused by using an unreliable gasoline engine—may mean the loss of hundreds of dollars to the elevator.

I H C Gasoline Engines

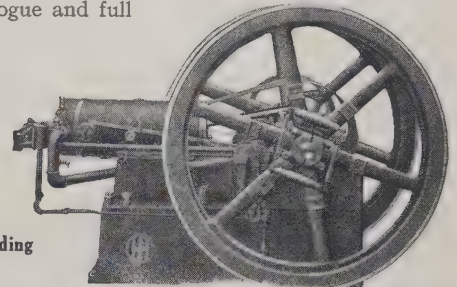
can be relied on at all times. They work powerfully and economically—start when required—and fuel expense stops the moment power is turned off. No risk—no danger—a clean, economical, reliable power—that's what an I H C Gasoline Engine means to every elevator.

There's an I H C engine for every requirement—vertical or horizontal—portable or stationary—from 1 to 50-horse power.

Write for catalogue and full information.

**International
Harvester
Company of
America**
(Incorporated)

21 Harvester Building
Chicago U S A



EDISON BSCCO PRIMARY BATTERY

We have some interesting battery information ready to send you—if you will write us concerning your battery requirements. Among the various types, there is a BSCO cell that will render you battery service beyond comparison with any service you have heretofore received. Write for this information today.

Thomas A. Edison, Inc.,

49 Lakeside Avenue, Orange, N. J.

You are Paying Too Much for Power

unless you are operating with an OTTO. Make us prove to you that steam power or electric current costs more than with an



Gas or Gasoline ENGINE

The fuel economy and low up-keep of the OTTO results in lower power cost than is possible from other makes of internal combustion engines. The OTTO is higher grade than ever, yet lower in price than formerly.

Built in all sizes from 1 to 120 H. P.—for city and natural gas, gasoline, alcohol, distillate. ¶ We also build producer gas plants complete.

The Otto Gas Engine Works

3217 Walnut St., Philadelphia, Pa.

THE 1912
SIX CYLINDER
SIXTY HORSE-POWER
PALMER-SINGER
Strongest Built Car in the World

AT \$3000

Other cars of the same power, appearance and easy-riding flexibility sell today for \$5000 to \$6000

But no car, whether its price be \$5000, or what, equals this new Palmer-Singer in strength, durability, service

And no other manufacturer, no matter how well-made his product, takes such pains to ensure unfailing service

In bringing the price of this 1912 model to \$3,000 we have not changed the QUALITY.

All of the Palmer-Singer STRENGTH is there.
 All of the Palmer-Singer DURABILITY is there.
 All of the four speed FLEXIBILITY is there.
 All of the EASY RIDING LUXURY is there.

And all of the POWER of the famous Palmer-Singer 60 h. p. motor is there.

* * *

We have invested \$700,000 in SIX CYLINDER experience and facilities—we were the first maker in America to produce a SATISFACTORY SIX, and this is our fifth season in the manufacture of SIXES.

It is because our experience and our facilities are bought and paid for that we can offer SUCH QUALITY at SUCH A PRICE.

In a year when the market is flooded with EXPERIMENTAL sixes, we are able to offer SIX CYLINDER CERTAINTY at less than FOUR CYLINDER PRICE.

* * *

We have spent \$36,000, for example, in perfecting the Palmer-Singer multiple jet carburetor—and we own basic multiple jet carburetor patents, without which no high power, six cylinder engine can give its UTMOST EFFICIENCY.

We use 2½ inch second growth hickory spokes in all wheels—a costly precaution against the side strain which high speed cars must endure.

Yet most makers of \$5,000 cars use spokes only 1½ to 1¾ inches in diameter—and NO CAR IN AMERICA uses spokes as strong and as big as ours.

Phone Calumet 1090 for a demonstration, or better—call at our Chicago showrooms.

PALMER & SINGER MFG. CO.

2638-2640 Michigan Avenue, Chicago.

Palmer-Singer Service Really Serves.

Palmer - Singer - Unfailing Service

It would take the whole of this Journal to catalogue the Palmer-Singer superiorities — the little refinements which our years of experience have brought about.

Yet in this 1912 model, at \$3,000, there is NOT ONE SINGLE EXPERIMENT.

It is simply the best car that experience and money can build. We challenge comparison with ANY car at ANY price.

Aside from its power, speed and easy riding flexibility, this car is notable for its QUALITY.

For the public has learned that the cars produced by manufacturers with large outputs are, after all, ONLY ONE YEAR CARS.

While a car like this Palmer-Singer, at a minimum of expense for renewals, continues to give unfailing service year after year, and at each annual repainting, seems, looks and IS as GOOD AS NEW.

\$3000—

SIX CYLINDERS
4 $\frac{1}{8}$ IN. BORE, 5 $\frac{1}{2}$ IN. STROKE
60 HORSE POWER (ACTUAL)
138 INCH WHEEL BASE
SELECTIVE TRANSMISSION
FOUR SPEEDS FORWARD
MULTIPLE DISC CLUTCH
BOSCH DUAL IGNITION
PRESSURE GASOLINE SYSTEM
3 JET P. & S. CARBURETOR
LIVINGSTON RADIATOR
2 $\frac{1}{4}$ INCH SPOKES
36 INCH WHEELS
IMPORTED BALL BEARINGS
INCLOSED SHAFT DRIVE
FIVE PASSENGER TOURING
FORE DOOR OR OPEN BODIES
GUARANTEED ONE YEAR

—\$3000

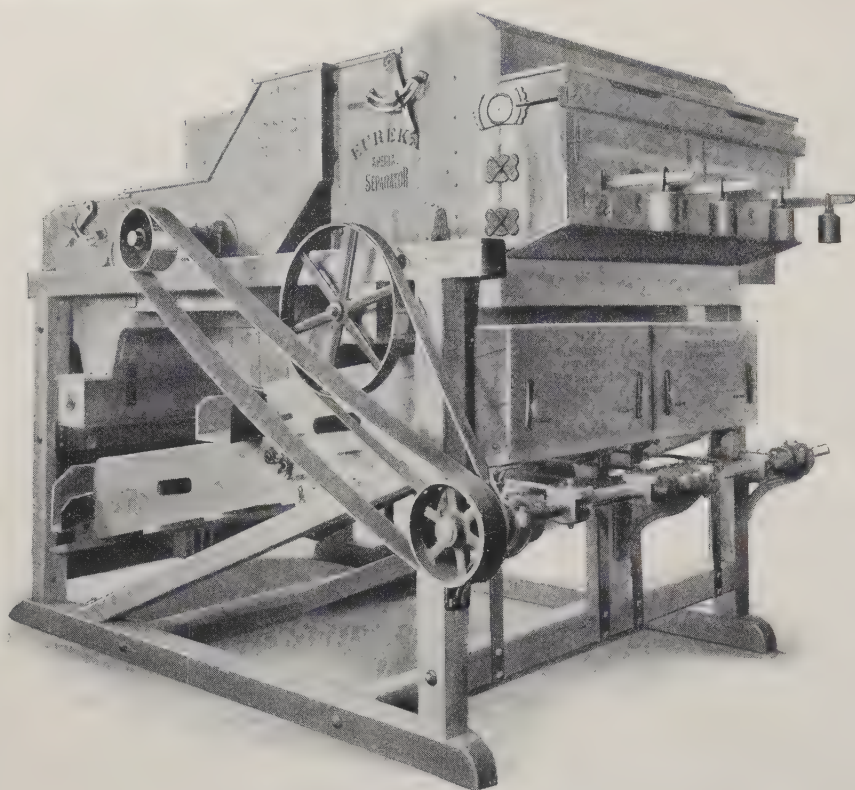
The new \$3,000 price means no material increase in output—no economy of quick construction and cheap work.

Our output is limited; as always, to the number of cars we can build carefully during the daylight hours. At \$3,000 the cars we can make will be quickly snapped up. To get one requires immediate action. Telephone Calumet 1090 for a demonstration—or call at our Chicago showrooms.

PALMER & SINGER MFG. CO.

2638-2640 Michigan Ave., Chicago

Palmer-Singer Service Really Serves



The "EUREKA" Combined Corn with Cob and Small Grain Cleaner.



A Counterbalanced Combination Cleaner for Mill and Elevator.

No change of Sieves required.

Handles Corn with Cobs direct from Sheller; also cleans wheat and other small grains.

Has large Special Finger Main Screen and fine Seed Screen for Corn and Cobs. Large Main and Seed Screen for small grain.

Special Automatic Feeder. Two strong controllable air separations. Improved self-oiling bearings and eccentric.

Heavy construction. Satisfaction guaranteed.

Write for further particulars and prices.



THE S. HOWES COMPANY

Originators of High Grade Grain Cleaners

"Eureka" Works, SILVER CREEK, N. Y.

Our expert representative will be pleased to explain the merits of the "Eurekas."

HESS DRIED — IS — BEST DRIED

Hess Dried grain brings a premium and is always in demand. Germinates strongly, mills easily and **keeps** till you use it.

Hess Grain Dryers are used everywhere and are the standard of excellence in drier construction. We make all sizes from 400 bushels daily capacity up to the monster driers such as we built at Boston, New York, Baltimore, Philadelphia, New Orleans, Galveston and other exporting stations.

Ask for Free Booklet

Hess Warming & Ventilating Co.

907 Tacoma Bldg., CHICAGO

P. S.—Ask us also about the Hess U. S. Moisture Tester.

For Sale



For particulars see the "ELEVATORS FOR SALE" columns of the Grain Dealers Journal, Chicago

Those looking for elevator properties invariably consult its "Elevators for Sale" columns. If your elevator is for sale, make the fact known to the entire trade, put your For Sale sign in the "Elevators for Sale" columns, then you can be sure of selling quickly at a good price, and pay no commission on sale.

If you do not wish neighbors to know your elevator is for sale, you can have replies come in our care and we will forward them daily.

"Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

MACHINES FOR SALE.

WESTERN WAREHOUSE SHELLER for sale. Good as new. Bargain if taken at once. H. M. Hobart & Son, Detroit, Mich.

One 12 INCH MONARCH Attrition mill for sale. \$75. Guaranteed as good as new. Address Monarch, Box 12, Grain Dealers Journal, Chicago, Ill.

FOR SALE AT A BARGAIN. 1 No. 2 Western Sheller, 1 No. 2 Western Cleaner and 1 Howe Hopper Scale. All in good condition. Wm. Zierfuss, Heyworth, Ill.

A SNAP. We wish to move these goods as soon as possible and will make very low prices on the following list. Write us for our bargain price. One No. 9 Monitor dustless double barley separator used only a short time; one No. 8 Monitor special barley separator in good condition; one Rochester flax grain and seed cleaner, nearly new; two 500 bu. Fairbanks hopper scales; three steel tanks for boots; 2,000 steel buckets practically as good as new; good rubber conveyor elevator and drive belts, also some extra good leather belting; one Fairbanks duplex pump never used except as reserve; one 4 h. p. steam engine; two double car unloaders; two practically new gasoline engines. LaCrosse Wrecking & Lumber Co., La Crosse, Wis.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfrie, belt drive; 1-7"x15" Alfrie, 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

SECOND HAND MACHINERY.—We offer the following Rebuilt Machinery at greatly reduced prices (subject to prior sales): Largest stock in the world.

Separators—No. 3, and No. 98 Barnard's No. 8 Eureka Elevator Separators. No. 0 and No. 4 Richmond, No. 3 Eureka. No. 4½ Barnard's Milling Separators.

Oatclippers—Nos. 6, 8 and 9 Invincible, No. 4 and No. 321 Eureka and No. 4 Barnard's.

Feed Mills, 7x14 Great Western; 6x18 Hutchison; 9x18 Graham, all two pair high; 9x24 Alfrie, and 9x30 Wolf, all three pair high; No. 2 Nordyke and Marmion three roller mill, and many others.

Roller Mills—All sizes and makes, single and double.

Attrition Mills, 22 inch and 26 inch Foos, 30 inch American, 22 inch Unique, 16 inch Monarch, 20 inch Monarch, 24 inch Robinson.

Corn Crushers, Nos. 7, 8 and 10 Bowsher; No. 1, Styles N. L. and T. Foos; No. 2 Triumph No. 7 and No. 12 Sullivan.

Corn Shellers—No. 2 and No. 4 Victor, No. 2 Western, No. 5 Keystone, No. B Standard and 2-Hole Joliet, Western Mill Sheller.

Steam Drier—No. 0 and No. 3 Cutler with steam trap.

Elevator Belts—1,200 ft. 22 inch, 6 ply Rubber Belt with 20x6 Buckets attached @ 50c per ft., and many other sizes.

Pulleys—A big lot, both wood and iron, from 3 inch to 10 ft. in diameter.

Write for December issue of "Gump Bargains," giving complete list of all machines in stock.

B. F. Gump Co., Mill and Elevator Machinery, 431-433-435-437 S. Clinton St., Chicago.

MACHINES FOR SALE.

ONE SIZE O. Cornwall's sieve corn cleaner with sieves for corn and wheat. Good condition; will sell cheap. Address Mapleton Milling Co., Mapleton, Iowa.

MACHINES not in use can quickly be sold by an advertisement in the "Machines For Sale" column of the Grain Dealers Journal, Chicago, Ill.

PETERSON OAT BLEACHER in good running order. Cheap. To be replaced by larger machine. Snap for Country Elevator to get in shape to handle stained oats at fraction of cost new machine. Address Bleacher, Box 1, Grain Dealers Journal, Chicago.

MACHINES FOR SALE.

ONE SPLIT PULLEY, diameter 3 ft. 2 in. x 7 in. face; one split pulley, diameter 5 ft. 7 in. x 7 in. face; one Monitor oat clipper No. 6, and one Boss car loader for sale at a bargain. Used very little. Owing to change in equipment, do not need them. M. J. Lane, Gerlane, Kans.

MACHINES WANTED.

WANTED—LARGE OAT CLIPPER, also large oat and wheat separator, either new or rebuilt. W. H. McCormick, Billings, Mont.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

SCALES FOR SALE.

SCALES for elevators and mills, lowest price. Chicago Scale Co., Chicago.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

OFFER ONE 300 BUS. HOWE Hopper scale but little used, guaranteed correct. First offer of \$50 takes it. Address Scale, Box 11, Grain Dealers Journal, Chicago, Ill.

SCALES are the trial balance of your business, therefore have them correct. Our large force of mechanical scale experts and our unequalled facilities at your service. Write or wire, Indiana Scale & Supply Co., Indianapolis, Ind.

REFITTED SCALES.

400-600-800-1000 and 1500 lb. Portables. 4-6 and 10 ton 14 and 22 ft. Wagon. 1200-2000-2500 and 5000 lb. Dormants. 48 ft. 80 ton and 44 ft. 100 ton R. R. Track. The right scale at the right price. Southern Scale Co., 407 N. 4th, St. Louis.

FOR SALE—30,000 lb. Buffalo Hopper scale complete with all framing timbers, just as good as new; 3,000 lb. Buffalo scale with large hopper; one Eureka oat clipper; one Eureka warehouse separator; one car puller. All of this machinery in good order, in fact is working today but will be replaced by larger machines. Low prices on application. The Raymond P. Lipe Co., 1330-1333 Nicholas Bldg., Toledo, Ohio.

BELTING.

WANTED about 150 feet 16 inch belt with 15 inch buckets. Wm. Rotsted Co., 1835 N. Ashland Ave., Chicago, Ill.

BELTING, 10,000 ft. new rubber belting for sale, 1½ to 4 inches wide, 50 and 50 off list; 5 to 12 inches wide, 50 and 40 off list. Samples sent showing quality. Address J. F. Ripley, Joplin, Mo.

GASOLINE ENGINES

ONE 65 H. P. ST. MARY'S gas or gasoline engine in first class condition, cheap if sold soon. Rhinehart Smith, Sidney, Ohio.

10 H. P. INTERNATIONAL gasoline engine for sale. Used 5 months. Putting in electric power reason for selling. Frank Gibbons, Dwight, Ill.

12 H. P. MONARCH GAS ENGINE, used only one year. Good condition. We are installing electric power and have no use. Will sacrifice. Dexter Mfg. Co., Dexter, Iowa.

1 20 H. P. FAIRBANKS-MORSE gasoline engine, practically brand new. Fifty other sizes and styles. Write us if you need power. The Badger Motor Co., Milwaukee, Wis.

FOR SALE—New McVicker 30 h.p. gas and gasoline engine, type 1-5 Rev. 210 with clutch, pulley, muffler, exhaust pipe, rotary pump and 75 gal. tank for \$600 f. o. b. on car here. Cost us \$1,050; never was taken out of crate. Burlington Feed Co., Burlington, Wisc.

GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.
25 H. P. Columbus.
25 H. P. Fairbanks-Morse.
22 H. P. Fairbanks-Morse.
15 H. P. Fairbanks-Morse.
12 H. P. Fairbanks-Morse.
6 H. P. Fairbanks-Morse.
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

STEAM ENGINES—BOILERS.

FOR SALE OR TRADE for stationary gasoline engine, 25 h. p. stationary steam engine, center crank, in good shape. M. M. Engle, Beecher City, Ill.

FOR SALE AT A BARGAIN—Boiler, engine, feed mill, saw mill, shafting, pulleys, belting. If interested write J. J. Cross & Son, Stanley, N. Y.

DYNAMOS—MOTORS.

BUFFING AND GRINDING MOTORS variable speed, at the right prices. High efficiency motors and generators, ¼ to 5 h. p. for any purpose. We built special motor or dynamo to order. Die and model work a specialty. United Electric Motor Works, Menomonie, Wis.

ELECTRIC MACHINERY BARGAINS.
180 Light, 125 Volt, Multi-Polar, Westinghouse dynamo, complete with switchboard\$155
50 Light, 110 Volt dynamo, new, complete with switchboard and 5 h. p. hopper cooled gasoline engine..... 250
5 h. p. 3 phase motor..... 65
All sizes of motors and dynamos at lowest prices. Send us your inquiries.

Aaron Electric Co.,
118 S. Clinton St., Chicago, Ill.

BOOKS FOR SALE.

THE FINEST BOOKKEEPING system known for Farmer Elevator Companies. Hundreds of testimonials. Send for sample page. Economy Co., Roswell, S. D.

BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stony Island Ave., Chicago.

ELEVATORS FOR SALE.

IOWA. For sale elevator and coal business. A good proposition. Address X. Z., Box 9, Grain Dealers Journal, Chicago, Ill.

SOUTHWESTERN IOWA elevator and coal business for sale in town of 1,500. Good territory; on own ground. Address I. R. V., Box 10, Grain Dealers Journal, Chicago, Ill.

NORTH DAKOTA AND MINNESOTA. For sale 16 elevators located in N. D. and Minn. Good stations and prices reasonable. Will sell either as a line or separate. Address 308 Board of Trade, Duluth, Minn.

WESTERN NORTH DAKOTA. Two grain elevators must be sold at once for cash. Investigate and make a bid. L. Buege, 224 Boston Block, Minneapolis, Minn.

IOWA. For sale—lumber yard, 2 elevators, 6 coal bins and cement block plant, all one business in Cherokee, Iowa; all doing good business. Address Elmo Archer, Cherokee, Iowa.

SOUTH DAKOTA. Elevator for sale, located on S. D. Central Ry. In first-class condition and at reasonable price. A good bargain. Address Box 101, Watertown, S. D.

WESTERN OHIO. 15,000 bu. elevator and 150 bbl. mill combined. Splendid plant, 160 h. p. engine. Good grain territory. For sale at a bargain. Address K. H. B., Box 9, Grain Dealers Journal, Chicago, Ill.

WISCONSIN. 10,000 bu. elevator and 50 bbl. steam roller mill for sale. On side track of main line of C. M. & St. P. R. R. No competition. Up to date flour and feed mill (Allis System). Everything in good running order. Address Wisconsin, Box 11, Grain Dealers Journal, Chicago.

CENTRAL IOWA. For sale, large and profitable business in grain, coal, salt, mill feed, etc. 20 M cribbed elevator; coal bins 500 tons, corn cribs 3,500 bu., warehouses, etc. All buildings in good repair. Good town, 1,000 pop. Address M. C. H., Box 6, Grain Dealers Journal, Chicago, Ill.

OHIO. Will trade for land or sell for cash elevator, garage and coal yards. Land must be in Ohio, Ind., or Ill. This is a good business. No better grain country can be had. Poor health reason for selling. Address Chance, Box 4, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—10,000 bu. elevator and feed mill with corn cribs, hay sheds and warehouse; 20 h. p. gasoline engine. Big flour and feed business. Everything in best of order, running daily. 3 R. R.'s. Price \$5,000, one-half cash, balance to suit purchaser. Address B. C. H., Box 9, Grain Dealers Journal, Chicago, Ill.

HARVEY, ILL. Terminal elevator property on Grand Trunk Ry. 10 fireproof storage tanks, capacity 250,000 bus.; bleaching tower; boiler house; office; motors; machinery; electric switches; concrete foundation for working house, etc. Belt connections with all R. R.'s. H. W. Rogers & Bro., Western Union Bldg., Chicago.

OHIO. New elevator for sale equipped with 26 h. p. gas engine, No. 2 Western sheller, combination cleaner; the best up to date elevator in Ohio, doing a business of \$100,000 annually; sickness one reason, and wish to retire the other. Terms to suit. Don't answer unless you mean business. Address H. E. T., Box 12, Grain Dealers Journal, Chicago.

MINNEOSTA. For sale elevator in southwestern part of Minn. Capacity 20,000 bu.; equipped with modern machinery and building in good condition. Large feed, seed, hide and wool business, besides shipping grain. Excellent proposition. Will sell elevator and equipment \$4,600. Stock at inventory. Business has been established 25 years. Good reasons for selling. Address Minn., Box 9, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

TWIN VALLEY, MINN. For sale elevator. For particulars and price write C. E. Peterson, Twin Valley, Minn.

ELEVATOR FOR SALE or trade. For further information write Otto Schulz, Washburn, N. D.

IF YOU WANT to sell your elevator, insert an advertisement in the "Elevators For Sale" columns and get quick results.

NORTHWESTERN OHIO. For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

AN 18,000 BU. ELEVATOR fully equipped and 7 room house, all modern, for sale or trade for improved farm. Address Post-office, Box 101, Onaka, S. D.

30,000 BU. ELEVATOR in city of 25,000 pop. Only elevator; coal site and feed mill site; fine opening for grain and feed trade. Sickness reason for selling. Box 381, Great Falls, Mont.

ILLINOIS. For sale, my elevators at Holder, and Brokaw, Ill. Bed rock price and terms to suit purchaser. Address Holder, Box 12, Grain Dealers Journal, Chicago, Ill.

IF YOU WANT TO SELL YOUR BUSINESS write to the Manager of the Want Dept., Grain Dealers Journal, Chicago, Ill. Grain Dealers Journal, Chicago.

EASTERN INDIANA. Up to date 12,000 bu. cribbed elevator, only been built one year, located in good territory. Good coal business and other side lines in connection. Also have new eight room dwelling; two acres of land, everything on own land. Price \$10,000. Address George, Box 11, Grain Dealers Journal, Chicago, Ill.

ATHENS, MICH. For sale 10,000 bus. elevator, feed mill and coal business. 15 h. p. gasoline engine, Monarch 16 in feed mill, two set 3600 lb. scales, one 4 ton wagon scale, one Eureka No. 3 cleaner, one Eureka oat clipper. On M. C. R. R., reason for selling failing eyesight. P. I. Simons, Athens, Mich.

OHIO. To trade a good 40,000 bu. elevator in Ohio at a country point, for a good farm in Ohio. Farm must be a good one, free of incumbrance. Elevator and business is free of incumbrance. Best reason for trading. A first class money maker. Address Trade, Box 11, Grain Dealers Journal, Chicago, Ill.

EASTERN SOUTH DAKOTA. For sale at reasonable figures, 12,000 bu. cribbed elevator complete, in good running order and repair. Handling 60 to 75,000 bu. a season; 160 ton coal shed, handling 500 tons a year. Located on C. N. W. Ry. in a rich farming community. No competition. Address Anton Marx, Thomas, S. Dak.

ILLINOIS. Elevator and coal business for sale or trade. 80,000 bu. capacity elevator in good shape in the best corn belt in Ill. 1,000,000 bu. grain handled at this point last year; three elevators in the town; will trade for land or business property or sell for cash all or half interest. Address Property, Box 11, Grain Dealers Journal, Chicago, Ill.

KANSAS. For sale a modern 20,000 bu. capacity elevator, has been built two years, first class in every particular, more than 200 cars of grain shipped from this year, including wheat, corn and kaffir. One other elevator for competition. Located in cen. Kan. wheat belt. Price \$5,500. Address Kansas, Box 11, Grain Dealers Journal, Chicago, Ill.

OHIO. For sale or will take in moneyed partner, our 75,000 bu. transfer elevator, equipped with Hess drier and feed mills. Well established and doing a good business. Located in one of the best cities in the state. Low railroad rates to southeastern states. Object to secure more capital in business. An exceptional opportunity. Address Opportunity, Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED.

WANTED TO BUY OR RENT elevator. Address W. A. Meloy, Metamora, Ind.

WANTED ELEVATOR handling, 75 to 125 cars grain per year. Ohio or Ind. preferred. Address Box 6, East Liberty, Ohio.

ELEVATOR WANTED in good location doing good business. Address S. B. Box 11, Grain Dealers Journal, Chicago.

WANTED FOR CASH—From one to three elevators in the wheat belt of Kansas. Lock Box 75, Hutchinson, Kans.

WILL TRADE 200 ACRE FARM worth \$40 an acre, for a good elevator in good grain country in North or South Dak. Write for full particulars, Dakota, Box 10, Grain Dealers Journal, Chicago.

WANTED AN ELEVATOR in exchange for some good vacant lots in a good town in Minnesota. May put in some cash for a good house. Address W. E. Norelius, Plato, Minn.

IF YOU WANT TO BUY an elevator make it known to the grain elevator men of the country advertising in the "Elevators Wanted" column of the Grain Dealers Journal, Chicago, Ill.

WANTED TO TRADE MY EQUITY in two sections of good Montana grazing land with abundance of grass and water for an elevator in a live North Dakota or South Dakota town. Frank A. Cousins, Bismark, N. D.

ELEVATOR BROKERS.

JAMES M. MAGUIRE, Campus, Ill. Elevator Broker, can suit you in an elevator from \$5,000 up. Can give good terms on many of them. Write for information or to make appointments.

OUR LIST OF 1,000 ELEVATORS. Our close study and many sales of them for over 9 yrs. every day, nothing else, our reliable work for every buyer and seller makes our services worth \$1,000 to any buyer which is gratis. Date me—buy of me. John A. Rice, Frankfort, Ind.

BUYER OR SELLER.

R. W. Jeter, the elevator salesman, can furnish you with either one. If you wish to buy an up to date plant or if you have one to sell, write me and I can prove to you that I handle the best, and it is thru this reputation that I solicit your continued patronage. Write at once. R. W. Jeter, Ashton, Ill.

INFORMATION.

W. J. Schutte, formerly of Britt, Ia. Present address wanted. Address E. E. S., Box 11, Grain Dealers Journal, Chicago.

CORN COB MEAL makers addresses wanted. Address Cleaner, Box 12, Grain Dealers Journal, Chicago, Ill.

READERS DESIRING to learn by whom, or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.

WANT HELP?

Then consult the "Situations Wanted" columns of the Grain Dealers Journal.

BUSINESS OPPORTUNITIES.

FOR SALE WAREHOUSE and hay barn in good locality, doing good business. Cheap if sold quick. Address Warehouse, Box 11, Grain Dealers Journal, Chicago.

AN INVESTMENT of less than \$2,000 insuring an income of \$20 per working day should prove attractive. Such a proposition I am prepared to offer in a self contained portable, roller process flour mill, known as the "Midget" Marvel. Capacity 25 barrels per day, producing flour equal to if not better than the best, and can be operated by one ordinary man. For further information call on or address O. G. Menes, 404 Boston Block, Minneapolis, Minn.

MILLS FOR SALE.

FEED MILL AND COAL YARD for sale. A good bargain. S. S. Makepeace, Troy, O.

40 BBL. WATER POWER FLOURING mill for sale or trade for farm of equal value. Price \$8,000. Hill Mill, Box 64, Verona, Mo.

FOR SALE OR EXCHANGE for farm or city property, steam, flour and grist mill at Arlington Heights, Ill. Brodfehrer, 118 N. La Salle St., Chicago, Ill.

MILLS WANTED.

WANTED TO RENT one year with privilege of buying if the business proves good, flour and feed mill in good running order, on or near railroad. N. Y. state preferred. All letters answered. A. R., Box 155, Laceyville, Pa.

GRADING CORN AT BALTIMORE.

WHEREAS, the Baltimore Chamber of Commerce, having adopted the uniform grading rules of the Grain Dealers National Assn., continues to use the old rules governing the grading of grain, in force prior to their adoption, thus confusing and misleading shippers, be it

RESOLVED, by the representatives of the Federated Grain Dealers Assns in Chicago, assembled this 16th day of December, 1911, that we condemn the practice, and recommend that the uniform rules be used solely by the inspectors in classifying grain received in that market from the west.

WHEREAS, Section 1 of Art. 25 of the By-Laws of the Baltimore Chamber of Commerce provide "There shall be an additional charge of 1/2c per bushel on all grain handled through the driers, be it

RESOLVED, by the Federated Grain Dealers Assn., that we denounce this charge as unfair, unreasonable, and wholly without consideration, and be it further

RESOLVED, that we commission and direct Mr. Chas. B. Riley, Secretary of the Indiana Grain Dealers Assn to present these resolutions to the Baltimore Chamber of Commerce, and petition it, in our behalf, to amend their inspection rules, so that there shall be no misunderstanding between shipper and receiver, and to amend Sec. 1 of Art. 25, by eliminating the provision for the extra commission charge on grain going through drier, and to represent us in any other matters pertaining to these practices or of interest to the grain trade.

E. M. Wayne, Pres. G. D. Nat'l Ass'n.
Lee G. Metcalf, Pres. Ill. G. Dirs. Ass'n.
I. L. Patton, Pres. West. G. Dirs. Ass'n.
C. A. Ashpaugh, Pres. Ind. G. Dirs. Ass'n.
Geo. A. Wells, Secy. West. G. Dirs. Ass'n.
S. W. Strong, Secy Ill. Grn. Dirs. Ass'n.
J. W. McCord, Secy Ohio Grn. Dirs. Ass'n.
C. B. Riley, Secy Ind. Grn. Dirs. Ass'n.

We presented the foregoing resolutions to the Baltimore Exchange and urged the adoption of the recommendations.

First, we asked the Exchange to make effective in all contracts for grain to be delivered in that market, the uniform classification, in lieu of the present dual system, that is, in lieu of the old established classification of "Mixed Corn," "Steamer Mixed Corn," "No Established Grade" and "Rejected," each with its peculiar specifications as to quality and condition, but not definite or specific as to the moisture content.

We further suggested if the uniform grades were not to be controlling and of general application, that to avoid confusion, they should be entirely eliminated

SITUATIONS WANTED.

WANTED—POSITION AS MANAGER of an elevator. Am perfectly capable and can give reference. Married. E. L. Reed, De Witt, Ill.

SITUATION WANTED AS MANAGER of grain elevator. Can handle one or more stations if necessary. Best of references; married, sober and industrious. Years of experience. Address 229 W. Monroe St., Springfield, Ill.

WANTED POSITION AS MANAGER of country elevator. Have had eight years experience in handling grain, flour, feed and coal. Can furnish best of references. Married. Address W. J. Snyder, c/o S. B. Worley, Wellington, Texas.

WANTED POSITION AS MANAGER of an elevator. 12 years experience grain, flour and feed; competent, honest, sober and reliable; as manager could take an interest as partner or stockholder in company if desired. Address Manager, Box 11, Grain Dealers Journal, Chicago.

POSITION WANTED as traveling solicitor or buyer for good grain commission or receiving and shipping house from or after Jan. 1st, 1912, by person now filling similar position and covering central Ill. Can refer to present employer if necessary. Address Traveler, Box 12, Grain Dealers Journal, Chicago.

and the market stand wholly on the other system that has been in vogue there for more than thirty years. The contract grade being termed "Mixed Corn," described as follows: "Mixed Corn shall be Sound, Dry and Reasonably Clean."

When the Corn Committee of the Exchange declined to make generally effective the uniform grades and said it was necessary to continue the old specifications, we then insisted for "Mixed Corn," having but the three characteristics, they should fix a definite maximum moisture qualification, so that if the corn passed as to Soundness, Cleanness, but not as to Dryness, the seller should know to what degree of dryness it should be treated. This proposition was also rejected.

We endeavored to learn just what amount of moisture was allowable for Export Corn and this could not be definitely fixed, but from all the information obtainable, we found that where corn was dried, the moisture was reduced approximately to 16% for contract grade, while a good grade of Three Corn, natural or K. D. not requiring further treatment, might apply with a higher degree of moisture, tho not all three, by any means would apply, and some corn would be dried to a point below the 16% above indicated.

Where N. E. G. corn is sent to the driers, it is shrunken in weight to about 16%, on the average. This loss together with the cost of treating entails an expense of 4 to 7 cts. per bushel, which the seller of course is required to pay.

If the corn fails to grade "Mixed Corn," but grades "Steamer Mixed," the discount is at the present time 3 1/2 cts. If it grades "Rejected" it sells on its merits.

We endeavored to get some moisture qualification for Corn under their old system of grading, that would definitely fix its relation to the uniform grades, believing shippers should be able to compare the grade of "Mixed Corn" with some known grade, such as Two or Three Corn, under uniform classification, but this could not be accomplished, and we can only say to the trade generally, if you can't ship either Two Corn or an excellent quality of Three on Contracts, you can depend on a discount for "Steamer Mixed" of 3 1/2 cts. now and the treatment of your N. E. G. at a net cost of 4 to 7 cts. per bushel, or a definite and specific discount of 5 1/2 cts. in lieu of treating.

It is strongly urged by the Corn Committee that since practically all corn received there is for and must be exported, it must be graded and conditioned to the point that will meet the export requirements, as that is the principle outlet for corn receipts of that market.

We next presented the question of the extra 1/2 ct. now provided for and charged on all corn that goes through driers, and asked the Exchange to so modify that rule

SITUATIONS WANTED.

AS THE CULVER CITY GRAIN & Coal Co. has changed hands, I am out of employment. Have had 18 years' experience in grain and seeds and a general retail business; would like position with some grain or seed firm. Reference, Culver City Grain & Coal Co., S. E. Medbourn, H. E. Medbourn, Culver, Ind., Exchange Bank. Address Arthur Castleman, Culver, Ind.

WANT A JOB as grain buyer, manager of an elevator, engineer, traveling solicitor or any position connected with the grain business? If so, make your wants known to progressive grain dealers who are in need of experienced help through the "Situation Wanted" column of the Grain Dealers Journal.

HELP WANTED.

WANTED—Experienced hustling agent for grain and lumber station combined in Iowa. German preferred. State age, salary expected and give references in first letter. Independent Grain & Lumber Co., Mason City, Iowa.

MANAGER OR PARTNER wanted. A live grain firm in Southern Kansas, in the wheat and corn belt, wants a man for either manager or partner. Address G. H. C., Box 12, Grain Dealers Journal, Chicago.

PARTNERS WANTED.

WANTED PARTNER in elevator in bean belt of Michigan. To an active party this is a good opportunity. Address Partner, Box 6, Grain Dealers Journal, Chicago.

as to eliminate the charge. The Corn Committee that represented the Exchange in our conference, agreed to recommend the modification of the rule and the matter is to be voted on by the Exchange. There seems to be a growing sentiment in favor of this modification and we hope it will be made effective.

If western shippers will insist on selling to Baltimore, subject to the Uniform Grades, many and doubtless most sales can be made on that basis, but perhaps at a less price for "Three Corn" than that bid for "Mixed Corn," since the qualification of "Three Corn" differs from "Mixed Corn," in that the maximum moisture content of the former would be 13%, while of the latter it is anything down to the point deemed necessary to insure its carrying to the remotest markets of the world.

The grading of corn receipts so far this year at Baltimore follow: From Nov. 20th to Dec. 19th, there were 1233 cars of corn of all grades inspected in Baltimore, of which 35%, or 446 graded "Mixed (or Contract) Corn" and 787 failed to so grade. From Nov. 20th to 25th, 13% graded "Mixed." Nov. 27th to Dec. 1st, 11% graded "Mixed." Dec. 2nd to Dec. 6th, 43% graded "Mixed." Dec. 7th to Dec. 13th, 40% graded "Mixed." Dec. 14th to Dec. 19th inclusive, 40% graded Mixed.

We were advised, that during the periods when 40% to 43% graded "Mixed," shipments of Graded Corn from Chicago and Peoria were received. That the receipts from the interior and country points were of a quality very much inferior to the other shipments, hence considered separately, a very much less percent of them graded Contract.

All handlers of grain should draw a lesson from this statement and should condition their corn by cleaning, etc., thoroly before shipping, and if they cannot so condition it as to make it a safe grade of good "Three Corn," it should be bot on such a basis as will enable it to stand discounts of 3 1/2 cts. to 5 1/2 cts. per bu., if they wish to avail themselves of the Export Markets. Our investigations were confined to Baltimore, but we have reasons to think the recommendations will be applicable to all other Export Markets, tho the plan of handling the off grades may differ.

I wish to say that my treatment by the Grain Committee and the members of the Baltimore Exchange were courteous and pleasant and it is only our purpose in the presentation of this report to give the trade a correct idea of the situation there, as ascertained by us under the circumstances.

We again commend to the trade, "Federation Schedules A & B," for both buying and selling and especially tht recommendations as to conditioning corn before marketing it.—Respectfully, Federation of Grain Dealers Ass'ns. By Chas. B. Riley.

GRAIN WANTED.

SALVAGE WHEAT, BARLEY, CORN, oats and screenings. W. E. Shelden, Jackson, Mich.

SALVAGE GRAIN. We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

WANTED—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

NEW WHEAT AND OATS of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

QUOTE ME PRICES, BRAN, shorts, mill feed, oats, chops, snapped and shelled corn, demand heavy. A. S. Lewis, 412 Slaughter Bldg., Dallas, Texas.

QUOTE CORN in two bushel bags, bran, ear corn, sacked oats, pure corn chops and hay, car lots delivered group three Texas points. Everett Grain Company, Belton, Texas.

HAY FOR SALE.

FOR SALE. Kaffir corn and prairie hay my specialty. Get my prices or make your offers. Mill & Elevator, Severy, Kan.

HAY WANTED.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

HAY & STRAW WANTED—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

BUCKWHEAT FOR SALE.

PURE WHITE BUCKWHEAT FLOUR for sale. Buckwheat groats and buckwheat grain. Miner-Hillard Milling Co., Wilkes-Barre, Pa.

MEAL WANTED.

MEAL AND CHOPS WANTED. We are in the market for continuous shipments of corn meal and chops and will be pleased to hear from manufacturers. Metzger & Gibson, Meridian, Miss.

SCREENINGS WANTED.

SEND SAMPLES good and poor screenings and light oats. W. E. Shelden, Jackson, Mich.

IF YOU WANT

regular country shippers to become familiar with your firm name, place your "ad" here :: ::

SEEDS FOR SALE—WANTED

The Indiana Seed Co.

Indianapolis, Ind.

We are in the market for Clover, Timothy, Alsike and other field seeds.

Send samples for our bids

Can You Offer

Cane - Millet - Clover - Pop Corn

Send Samples

J. G. Peppard Seed Co.

Kansas City, Mo.

THE ILLINOIS SEED CO., Chicago, Ill.

WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

If Your Business

isn't worth advertising
advertise it for sale.

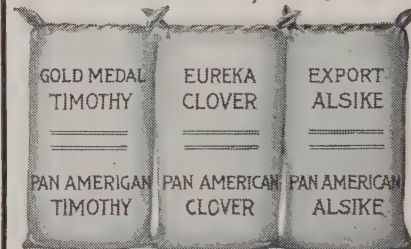
KAFFIR **K**ORN **M**ILO **M**AIZE

Tomlin Grain Co.

KANSAS CITY, MO.

BUYERS AND
DISTRIBUTORS

Ask Us For Price

Whitney-Eckstein Seed Co.
BUFFALO, N. Y.

Timothy, Red Clover, Alsike, Alfalfa, White Clover, Crimson Clover, Canada Bluegrass, Redtop, Millets, Lawn Seed, Orchard Grass, Seed Grains, Peas, Popcorn, Etc.

Correspondence Solicited

KEEP POSTED.

GRAIN DEALERS JOURNAL

La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty cents for one year.

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....

2 JOURNALS \$2

Send us \$2.00 and we will send you the semi-monthly

GRAIN DEALERS JOURNAL
of Chicago
and the weekly

Hay Trade Journal
of Canajoharie

both for one year. Try Combination today.

Address

GRAIN DEALERS JOURNAL
315 S. La Salle Street
Chicago

SEEDS FOR SALE—WANTED

SEEDS FOR SALE.

WE MAKE A SPECIALTY of high grade seed corn, also seed oats. Aye Bros., Blair Nebr.

WHITE SILVER SKIN ONION SEED 50 cents per lb. in 100 lb. lots. Eberts Grain Co., Nabb, Ind.

ORCHARD GRASS AND BLUE GRASS. Ask for free booklet, samples and prices, car lots or less. Louisville Seed Co., Louisville, Ky.

GERMAN MILLET is our specialty and we are now in position to furnish the trade with new crop seed either in small or large quantities. Correspondence solicited. D. H. Clark, Galt, Mo.

NEW MADRID SEED CORN for sale in car lots. Both white and yellow. Specially selected and put up in even weight branded bags. Jaspar, Newsum & Co., New Madrid, Mo.

IF THE SEEDS YOU WANT are not advertised here, write us. We keep a record of seed offered for sale and may be able to refer you direct to firms having what you want. Seed Dept. Grain Dealers Journal, Chicago, Ill.

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio.

ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE CO.
OGDEN, - UTAH
Est. 1887



Headquarters for Wisconsin Grown Timothy and Clover Also Dry Land Montana Grown Alfalfa
ROSENBERG & LIEBERMAN
MILWAUKEE, WIS.

W.H. SMALL & CO. SEEDS

Clover, Timothy, Red Top, and All Other Field Seeds

Also Receivers and Shippers of

GRAIN and HAY

Send Us Ask for Samples
VANSVILLE, IND.

SEEDS FOR SALE.

WE SELL MILLET SEED and Northern grown seed corn—carlots or less. N. J. Olsen Co., Moorhead, Minn.

YELLOW AS GOLD ALFALFA SEED FROM FIRST HANDS. BLACKMAN & GRIFFIN CO., OGDEN, UTAH.

ELEVEN HUNDRED BUS. TIMOTHY seed for sale. Write for samples and prices. Yost & Morley, Libertyville, Iowa.

SIBERIAN SEED OATS. Pure, re-cleaned, any amount up to 600 bu.; price right. H. A. DeLamatre, Monroeville, Ohio.

WE HAVE 11,000 bu. of choice orange cane seed for sale. New crops. Ask for prices. Fairchild Bros., Endicott, Nebr.

BLACK AMBER CANE for sale. Fine seed and can furnish several cars at present. Write or wire Fowler Elevator Co., Fowler, Kansas.

MICHIGAN FAVORITE COW PEAS. Never a failure in the twenty years it has grown in Michigan. The heaviest seed producer known. Edw. E. Evans, West Branch, Mich.

FOR SALE

Alfalfa Seed Timothy Seed

THE NEBRASKA SEED COMPANY

OMAHA, - NEBRASKA

SEEDS WANTED.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

WANTED WEED SEEDS cleaned from wheat, oats, buckwheat and millet. Sample and quote delivered. Edw. E. Evans, West Branch, Mich.

IF YOU WANT

the Top of The Market for your TIMOTHY SEED Mail 2 oz. samples for bids to

SEED **G. S. MANN**, BROKER

512 Postal Telegraph Bldg., CHICAGO, ILL.

SEEDS WANTED

CLOVERS—(Medium Red and Alsike) TIMOTHY

Garton Cooper Seed Co.
SUGAR GROVE, ILL.

Cover's Dust Protector

Rubber Protector, \$2.00

Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

124 Perley St., SOUTH BEND, IND.



Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN

THE ALBERT

DICKINSON

COMPANY

SEEDS

Timothy
Clover
Flax
Agricultural

Grain Bags
Pop-Corn
Seed Corn
Beans, Peas

CHICAGO

MINNEAPOLIS



Minneapolis Seed Company

Minneapolis, Minn.

SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices

Separate the Wheat from the Oats

Under the very best of conditions, oats and barley will get into the wheat, making a mixture that is objectionable. Using all possible care, this is a condition that has to be dealt with and a separation should be made.

It is unwise to ship such mixed grains to market as the presence of either lessens the value of both.

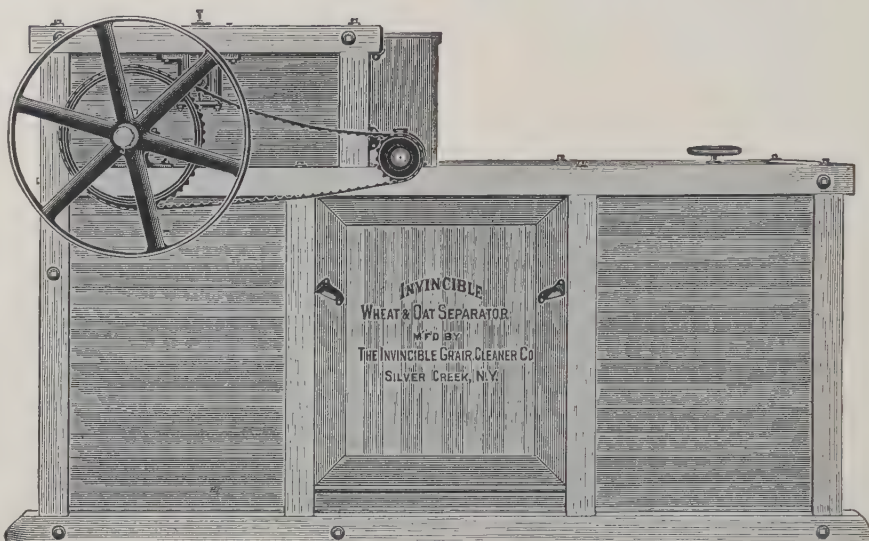
Hence, every elevator should have an

Invincible Wheat and Oat Separator

This machine has the advantage over the receiving separator as it will not tail over the larger kernels of wheat.

It will also take the tailings from the separators containing the large wheat and separate and save the wheat. This means a saving and a profit that has been slipping by you.

This machine is not expensive and will soon pay for itself by increasing the value of the grain shipped and saving what would otherwise be wasted.



Write for prices and further particulars to

INVINCIBLE GRAIN CLEANER CO.

SILVER CREEK, N. Y.

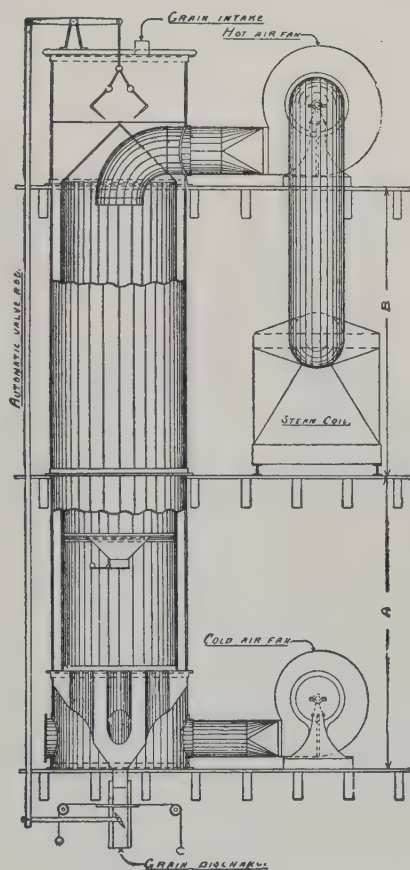
F. H. MORLEY, Jr., 512 Traders Bldg., Chicago, Ill.
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

REPRESENTED
BY

F. J. MURPHY, 225 Exchange Bldg., Kansas City, Mo.
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,

STRONG-SCOTT MFG. CO., Minneapolis Minn.



McDaniel Grain Dryer

Will remove any percentage of moisture desired from grain, putting it in perfect condition for shipping or storage. ¶ Drying process, automatic and continuous, can be used as conditioner with cold air only. ¶ Built for any capacity desired. ¶ Absolute satisfaction guaranteed.

Richmond Mfg. Co.

Established 1863.

Lockport, N. Y.

J. H. PANK, Northwestern Representative, 916 Flour Exchange Bldg., Minneapolis, Minn.

GRAIN DEALERS JOURNAL

PUBLISHED ON THE
10th and 25th of Each Month
BY THE

Grain Dealers Company

315 S. La Salle Street, Chicago, Illinois
CHARLES S. CLARK, Manager.

SUBSCRIPTION RATES—To United States, Canada and Mexico one year, \$1.50; two years \$2.50; one copy ten cents. To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.

A Red Wrapper on your Journal means your subscription has expired.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal. Orders from non-members of grain exchanges in organized markets for space in Directory or under cross-page heading of members will not be accepted. Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

LETTERS on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

QUESTIONS on any trade problem will be answered promptly and published that the views of others may be obtained.

Entered at the Chicago, Ill., Post Office as Second Class Matter August 5, 1898.

CHICAGO, ILLINOIS, DECEMBER 25, 1911.

TO OUR many friends and patrons in the trade we extend the Yuletide Greetings, and earnestly wish all a very Merry Christmas and a Prosperous and Happy New Year. May each succeeding holiday season bring all in the grain trade an ever increased happiness and contentment.

SHIPPERS to Baltimore will find the report of Secy. Riley, (page 917 this number) who was delegated to visit that market in the interest of the members of the Federation of Grain Dealers Ass'ns profitable reading. Every corn shipper to that market will gain by perusing and heeding his suggestions.

GOVERNMENT crop reports can never have the respect of students of statistics until they are compiled from more reliable reflections of local conditions. The department needs more paid observers who investigate the conditions of their section year after year and learn to know the farmers as well as the farms. At present too much dependence is placed on guess work.

FORGING Bs/L for grain and realizing on the spurious paper is so easy that it is generally very successful, but on page 935, this number, are different views of a western "grain dealer" who failed to get away with the money. If the individual, whose portraits are reproduced herewith, has successfully passed forged Bs/L on other grain dealers who can identify him, they should immediately communicate with the postoffice inspector at Kansas City.

SHIPPERS who are making the Schedules of Discounts and Premiums, adopted by the Federated Grain Dealers Ass'ns as a part of their contracts, are not worrying about the discounts. They spend any spare time or energy they may have in seeing to the cleaning and proper preparation of their grain for market. A conference of the shippers at one Illinois station recently brot to light the fact that one had used the schedule, the other not. Both had shipped to the same firm. One was discounted 2c, the other 4½c. In this case, neither had made any special effort to clean his grain, or put it in better condition than when received from the farmer, so the evidence would seem to indicate that in the shipment of grain of the same quality, to the same firm, making the schedules a part of the contract, will insure better returns. If any shippers who have used the schedules have found them unsatisfactory, we would be pleased to know why. Your experience may help the Federated Ass'ns to work an improvement. Send us your convictions.

SOME country elevator men have begun to test seed corn for farmer patrons. This will reduce the replanting necessary and increase the surplus to be handled thru the elevator.

SHIPPERS who agree at time of sale as to the discount to be made from contract price, if shipment fails to grade, will not be disappointed when it is graded, *even if granted a premium* for the better quality of grain.

A GRAIN dealer and miller of New Prague, Minn., F. A. Bean, has celebrated Christmas by paying \$200,000 of old outlawed debts, accumulated thru a failure of 20 years ago, and he insists that the day will be the merriest Christmas of his life. His ex-creditors are not sad.

MANY country grain buyers are now using the moisture test in all their purchases of corn, and we have yet to hear of one who is not satisfied with the results. If there be any who are not pleased with the results of buying according to moisture content, we feel certain that his experience and opinions will be most interesting to the members of the trade, and we should be most happy to print and circulate his views. Are you one of the dissatisfied? Then let your experience be known.

DOCKING farmers' corn, because it is damaged, seems to be quite a dangerous practice at New Berlin, Ill. A grain buyer at that station was just rising from the barber's chair, with a bright, clean face, when the offended corn seller stepped in, and struck him a couple of blows that felled him to the floor. The farmer will no doubt be fined heavily for his offense. In the meantime, he has disappeared. Grain dealers docking damaged corn will do well to look out for him, as he is thot to be suffering from a parched throat due to talking against the moisture test.

SASKATCHEWAN is having a very expensive experience with a wheat blockade, and this in face of the statement from the deputy minister of agriculture to the effect that twenty-five million bushels remain in the fields unthreshed. At Morse, one day recently, the farmers fought for the privilege of selling and unloading grain they had hauled to town. Much wheat was piled in the streets and over a hundred loaded wagons awaited their turn to unload. The railroads and the country elevator men are making every effort to relieve the congestion, but as the Fort William terminals are nearly full more trouble is expected. Had reciprocity been confirmed much of this congestion would have been avoided, as large shipments would have come to the states by other than the Ft. William route.

SHIPPERS everywhere should heed the suggestion of the Interstate Commerce Commission, to the effect that it is the duty of the railroad company to supply cars which are suitable for transporting grain to destination, and it is not incumbent upon shippers to accept cars which are not fit for transporting grain. Shippers also owe it to their own business to refuse old, weak, worn out cars which are unfit, and they must not overlook the fact that the tariff of no road permits reimbursement for expenses incurred in cooping cars. The tariffs do provide for the provision of grain doors, but nothing else. Every shipper is entitled to a good car, and the Interstate Commerce Commission has insisted that the carriers must provide it, so if any cleaning or cooping is done by shipper, it must be at his expense.

DETROIT BANKS, thru lax practices, have encouraged local grain receivers to impose upon them. The Detroit bankers, unlike those of other market centers, have made it a practice to send drafts and Bs/L to drawee each morning, expecting that the receiver would call after luncheon and leave his check for the amount of the draft, or else return draft and B/L. Were the receivers so disposed, they could substitute an old B/L for a new one, request that draft be held, and dispose of the grain before taking up the draft. By some, this lax method of doing business is credited with having encouraged one receiver to attempt to do business beyond the limitations of his capital, with the natural result that he got in very deep, and then disappeared. The banks, of course, are out many thousands of dollars, and they are to blame. Shippers have nothing to lose by this lax practice on the part of the bankers, because the banks are responsible for the care of the Bs/L, and if they let them get out of their hands, it is their loss and not the shippers.

SHIPPERS whose wagon scales are some distance from their elevator, or who buy grain on the basis of city scale weights, should not overlook the fact that when country roads are muddy, many farmers' wagons reach the city scales well loaded with dirt. In driving from the scales to the elevator and back, over paved streets, much of this mud is shaken off, and the tare weight results in the mud being credited to the grain unloaded into the elevator. Careful investigation of the cause of shortages by a scale inspector of the Iowa Ass'n developed the fact that the mud falling from wheels was the cause for most of the elevator owner's loss.

IT IS pleasing to note that each returning Christmas finds the Christmas spirit more prevalent in the grain trade. As those engaged in the business become better acquainted with one another, they have more confidence in and a higher regard for each other. The exchange of greetings by wire, letter and printed announcement, does much to extend the Christmas spirit to all departments of the business, and helps to establish on a firmer basis those friendly relations, which makes for a larger and more satisfactory business. It is but natural, as the acquaintance and horizon of those engaged in the grain business broadens, their feeling toward others in the trade should soften, and be controlled more thoroly by the spirit of fairness and equity. And it is so in nearly all sections of the trade. May good cheer abound thruout the year.

LEASES of railroad ground, for elevator sites, generally contain a clause permitting the railroad company to terminate the lease upon 30 days' written notice, and the termination of the lease invariably means the destruction of the elevator man's property. At least, it will put him to great expense to buy property across the street and move his house to a point where he will be independent of the whims and fancies of the railroad officials. The Illinois Central has been guilty of trying to bulldoze an elevator owner into paying prices unwarranted by the central markets, in order to get grain to ship over its line. Intense competition, and a more favorable market at the terminus of the cross line did not seem sufficient excuse to the railroad officials, notwithstanding the grain dealer who was so unfortunate as to have his house on this line had been doing business for over a year at a loss. The unreasonable arrogance of the railroad officials will force members of the trade to buy land adjoining right of way, and apply to the state Railroad Commission for switch. Then they will be absolutely independent, and have control of their own property and business.

A NEW YEAR, the time to turn over a new leaf, is fast approaching. The time not only to resolve, but to do many new things, and to do the old ones better, more systematically, more thoroly, is at hand. As the margins of profit in the grain business are reduced, it becomes necessary for those engaged in it to adopt more careful methods in all departments of the business, in order that they may avoid costly misunderstandings, mistakes and disputes, in order that expensive errors may be eliminated. The day of the pioneer grain merchant, who carried all his business transactions in his head, is past. To succeed today, system is absolutely necessary in the grain business, and it behooves every man engaged in it to resolve to exercise greater care than ever the coming year, that these expensive pitfalls may be avoided. Not only does the careful business man get much enjoyment out of business, but he gives joy to those with whom he does business, because of the absence of differences. The great majority of men engaged in the business are desirous of treating all those with whom they deal fairly and equitably, but by forgetting and failing to make clear every intention, many dealers cause losses to be incurred, often to themselves, which could have easily been avoided, without expense to any one. Telephone contracts, over wires that are often working poorly, can very easily result in expensive blunders, and inasmuch as verbal contracts for large amounts are legal in few states, they cannot be enforced without written confirmation following. The trade can reform in this respect, and require the confirmation of all wire contracts by mail. Then, thru the use of uniform forms of contract, at least 80% of the trade differences can be eliminated. Will you, in the interest of your own business, and fair dealing, not only resolve, but adopt some of the many reforms needed, place your business on a more systematic basis? We will be glad to publish your resolution in the next number. Each resolve you make and put into practice, will help others to make similar resolutions. Let us hear what it is.

AN INDIANA feed dealer, who was required to give up \$50 recently, because he committed a small technical violation of the feedstuffs law of the Hoosier state, has very considerably sent us a statement of the facts for publication in our feedstuffs column, for the benefit of brother dealers who may commit the same blunder. If all members of the trade were as thotful of their fellow dealers, the Christmas spirit would prevail the greater portion of the year.

THE AGITATION for the general adoption of the moisture tester, and the paying for grain on the basis of the quality delivered, is having effect upon both receivers and shippers. With the more general adoption of the discount and premium schedules, both will be more exact in their methods, and no doubt work on a narrower margin, but a safer one. Enough freight has been paid on dirt loaded with grain from some country stations to exceed, in the aggregate, each year, the profits of the station, and in many cases, the shipper was also docked heavily for permitting dirt to remain with the grain. As soon as shippers begin to exercise greater caution as to what they load into cars, and sell *only* what they have to ship, members of the trade will participate in fewer hot-headed disputes, and the farmers will soon begin to realize the advantage of growing good grain, and placing it in marketable condition, before hauling it to town.

CHICAGO'S big bucket shop, the "Open Board of Trade," lost its president and secretary last week, who resigned office and membership; then lost its quarters by fire, and the next morning almost lost an old and valued member, who is credited by the daily press with actually importing 20,000 bus. of Mexican Wheat, to be used in trading on the "Open Board." Of course, the quotation bettors would not mind a little thing like 25c per bu. duty on wheat, if they really *wanted* something to trade in. The old and valued member probably intended to present the "Open Board" with a Christmas present. His disappointment, when he discovered that the building was destroyed was so great that he immediately threw a fit, and has since decided that Mexican wheat is not suited to the needs of "Open Board" traders, so the peons and greasers will not be deprived of food, in order that the "Open Board" may have something to trade in.



All that is
 brightest and best,
 May it be
 given to you,
 Pleasures of work
 and of rest,
 Joys in the old
 and the new.

FINANCING COUNTRY SHIPPERS.

The financing of country grain shippers by terminal market receivers is one of the worst evils the grain trade of the Northwest has to contend with, not only from the viewpoint of the receiver who has loaned and lost, but also from the viewpoint of the disinterested onlooker, who cannot help but perceive that easy credit encourages lax methods and wild speculation at country stations.

It has long been the practice of the Northwestern receivers to provide shippers not only with a reasonable line of credit, but also with a bountiful supply of cash. Receivers in other sections of the country are content to advance money on shipments *only* when a draft is attached to an order B/L, properly endorsed.

The many heavy losses incurred by grain commission merchants of Minneapolis and Duluth show conclusively that the practice is hazardous and unprofitable. True, the shipper who is supplied with funds promises to consign all of his shipments to the lending receiver, but inasmuch as he occasionally wants additional funds, he finds it necessary to ship to other receivers whom he does not owe, so that he can obtain some additional currency. Disclosures following several failures in recent years have proved conclusively that the shippers have intentionally preyed upon the generosity or eagerness, as the case may be, of the terminal receiver, and borrowed money many times in excess of the real needs of their business. The recent failure of Nels Enge & Co., who owed Minneapolis commission merchants about \$50,000, is right in line with many other failures which have occurred in recent years.

As a rule, the commission merchant borrows the money from the bank oftentimes at 5 per cent. He turns around and lends it to the country shipper at 6 per cent. The 1 per cent, however, is not sufficient to pay the expense of accounting and guaranteeing the account, and when the banks call the commission merchant, he is always worried to distraction, because he cannot collect from the shippers just when he wants his money; in fact few shippers who borrow large sums, in excess of their real needs, are ever able to pay promptly. They practice the same money-lending scheme for promoting business, as the commission merchant.

This fall, many commission men of the Northwest were greatly handicapped, because shippers to whom they had loaned money, had in turn loaned it out to farmers, or trusted them for merchandise, so that they could not pay the commission merchant, even if they had so desired. Some who speculated heavily and lost, will not be able to pay for a long time to come. The debits of this character on the books of the commission merchants of Minneapolis alone are sufficient to condemn the practice for all time to come. They outnumber the advantages of the money-lending, business-getting scheme 10 to 1.

Commission merchants should get together and compile a list of shippers who have failed, owing large sums to commission merchants. After they had determined the aggregate amount of the principal losses, they would readily perceive that the advancing of money to country shippers without security is one which they cannot afford to continue. New Year's Day affords a grand opportunity for all to get together and turn over a new leaf—then nail it down.

Easy money the world over has always fostered and promoted unbusinesslike, impractical methods, which make for heavy losses. The country banker would not think of lending money to the local grain merchant, that he might in turn lend it without security to the farmers. He would insist that the grain shipper borrow only in keeping with his own necessities, and send other would-be borrowers to the bank. It would be much better for the country shipper if he would patronize his home bank. Then the local cashier could keep his actions under surveillance, and by this very watchfulness, keep a check on the shipper, which the distant grain commission merchant cannot do.

If any body of shippers could be brot together to the discussion of this subject, they would take the same view of the practice and condemn it. The practice is against the shipper's interest as much as it is against the receiver's, and should be stopped.

THE CHRISTMAS SPIRIT ON 'CHANGE.

BY CLEMENT H. CONGDON.

Christmas stops trade where men do meet to barter as certainly as the clock, but the trader never whimpers because he is a child again. Time and custom have made it possible for the Jew and the Christian, the agnostic and the atheist, the Catholic and the Protestant, the Mohammedan and the Pagan to celebrate Christmas in good part and all men of all creeds welcome the season because of the universal joy it brings.

In commerce and trade it serves a good purpose. The markets, this year, will close on Friday and the money changers can do no business until the Tuesday following Christmas.

In the days before and after little or no actual trading will be done. The merchants and the brokers will devote the time to casting up accounts and to analyzing returns to learn whether the year's work has been for better or for worse. This year not a few will find that they have toiled and chanced all these weary weeks for naught. Others can show a considerable earning, but all will begin anew a week hence as if nothing untoward had gone on before. This is the spirit of trade born of the Christmas time.

At the grain exchanges the spirit of the day extends to all from the President down through all the membership and employees and beyond, to the telegraph messengers and the market reporters who, for the time, are part of the great organization bent upon making the business of the period secondary to the sentiment of the season.

Generous brokers have subscribed to one "sheet" after another until they find themselves making return trips and the lynx-eyed messenger boys seem to smell new bills as they leave the Sub-treasury in the pockets of experienced two-fisted spenders who have for years brightened the hearts and homes of these youngsters, who see Christmas as only boys can see and understand it.

Even the prospective election has not gained impetus enough to blight the Christmas spirit. The waiting warriors are planning their battle, but still they exchange cigar boxes and good cheer. It is Christmas—a time of truce; a period for play. Commercial plans are making for the New Year. Big plans, too. Credit is always lenient at Christmas time. No serious failures have been reported and none is expected. Who would push a weak man to the wall on the eve of Christmas? No one among them all.

The New Year will see few if any changes in the personnel of the grain trade. No notable retirements are anticipated and no important incorporations are expected.

The Christmas lull will be followed by the year-end celebration on the floor of the Exchange, then will come the high pressure which always marks the trading at the beginning of the year and then the grind of the year, the same deadly grind that has macerated men as it made millionaires; wrecked the weak and built up the strong, stripped the cowards and fattened the brave, enriched the lucky and "trimmed" the unfortunate. Today, tomorrow, every day and all days save Christmas it is the market, the game of life, and in the end only the fit survive.

"At the opening—the opening—wheat an eighth!" Christmas has gone, another year has come and—who can tell?

THE AMERICAN Society of Equity, met in Indianapolis last week, and decided to hold 1912 crops until No. 2 Red commanded a price of at least \$1.25 at Chicago, No. 2 Northern at least \$1.30 at Minneapolis, No. 2 White Corn must be worth 75c, 2 White Oats 55c, Malting Barley and Rye \$1.00 and Hay \$22 at Chicago, before these producers will let go. It is well that they have given publicity to their plans, so that the bears will not be taken unawares. Being advised in advance of the minimum prices necessary to get supplies, in order to make deliveries on their contracts, they will be very cautious, just as they have been in years gone by, when the same little coterie of fakers with long titles have assembled, for the purpose of enthusing producers sufficiently to induce them to support the organization. If any one has ever discovered that the society had any influence whatever on the market, they have not disclosed even a suspicion of its existence.

THE ELEVATOR MANAGER'S SANTA CLAUS

By Elinor Allison Moore

When Peter brot home a goat for my Christmas present I tried to act grateful, tho 'twant just what a lady would expect to find in her stocking, 'specially three weeks beforehand.

He said he bot it at a sale and had to take it then or never.

I figgered that Peter wanted that goat hisself to train to go into harness, but he gave it to me, so I'd take care of it for him.

I thanked him, but I resolved to sell the critter to the butcher.

I took Lallypalooser to the pen and gave him sech a lay-out of food as he'd never seen before. I don't believe in treating a Christmas gift careless, even 'tis a goat. Lally seemed so much at home by the morning the butcher was due, that I turned him out in the back yard where he'd show to advantage.

As I was coming 'round the corner of the house there stood a man as wasn't easy to look at, and he sez, "I want a big hot breakfast quick and no talk; get into action."

But 'fore I could move Lallypalooser got into action.

He tore 'round the corner of that house like a cannon ball express, and the ugly man rushed for the nearest tree. His foot was about two inches below where Lally bumped the tree trunk and I'll guess he'll have a bunion for some time.

As he hitched hisself up out of Lally's reach, a pistol fell out of his pocket. I sez to him, politely: "I'm awfully sorry you didn't let me know you were coming, so's I could have been in better shape to feed you. As it is, you'll have to set there an hour or so 'til I can get Lally's mind off you. Nobody but wimmen folks can handle that goat."

I went in to the 'phone and there saw what kind of unexpected company I was entertaining.

The wire had been cut, but the cutter had never noticed that we had another line coming in the back way.

That back line is strung on trees and it runs over to the county seat, so I called up the sheriff and sez as businesslike as I could:

"I guess I have the man that's been thieving 'round here lately. He's up a tree in my dooryard with only my goat for company. Come quick, I'm all alone, with even my dog gone."

Then I see the butcher's wagon coming down the hill.

I got grandfather's horsepistol that hadn't been loaded for twenty years and took the plush rocker out on the porch to set in.

When the butcher came near, he called out: "Got a calf for me today?"

"Yes; a two-legged one up a tree. Lasso his feet and tie him fast."

Before the sheriff got there we had that tree bird tied up in fine shape, yours truly standing guard with the empty horsepistol, and Lally chewing on his coat tails. We made sech a fine picture of industry rewarded that the Daily Holler sent up a photographer next day to pose us all over again, only I wouldn't.

You see, I gave him that enlarged picture in my new black silk that I got took in the city.

They told about me being sech a sure shot, when I couldn't have hit the tree if the horsepistol had been loaded. But that write-up wasn't nigh as good as the sheriff's promise: "You'll get your full share of the reward."

Next day I went down to look at the Christmas things I could buy when that reward money came in. While I was in the store, Bill Godders rushed up, shouting that he was glad to see me, for he wanted to buy my famous goat. "That's too valuable a critter to sell, for I've grown real fond of my Christmas present."

"Then rent him for a night," was his next demand. "We're going to have an initiation at the frat house and we want a real live butter."

I said no, but I saw a look in Bill's eyes like there is in Lally's sometimes, so I rushed home.

In our back yard is a pen of logs with a strawpile built over it. There is a side entrance made of two short oak boards that slide up and down between posts. A wire from the top of this runs over pulleys so we can raise and lower it from the back porch. That I chose for Lallypalooser's fortress.

I thot maybe they'd get him, but more'n likely he'd get them. I confided my plans to Herndon, the elevator manager, and told him to stay near the elevator day and night 'til he heard from me, by phone. I'd done a lot for his widowed mother

and mess of brothers and sisters and I knew I could count on Herndon.

His situation at the elevator was trying. The president of the elevator company had a grip, by mortgage or otherwise, on all the available elevator sites. A local company owned it, and the elevator seemed to do a good business, but it never paid dividends.

One manager after another had been discharged, smarting under the injustice of being accused of stealing grain, and a final weigh-up had always showed an astonishing shortage. When young Herndon took the job he persuaded the directors to offer \$200 reward for the apprehension of the thief. I gave him an old folding couch for his back office and counseled him to sleep there, but not let anyone know it, so that he could watch for the thief. Then I gave him his meals at my house, and I tell you those hearty vittles made a man of him.

Well, nothing happened and Christmas eve came. While Herndon ate supper I asked him to stay near the elevator 'phone and not go to the Christmas tree. Then I sat at the window with the lights all out as tho we were all at church.

Presently an auto slid over the hill and five hulking boys got out and made for Lallypalooser's abode. I went out on the porch in the shadow where the seeing was good. The first boy squeezed into Lally's pen and the second crept in quietly after him. By the time the third crawled in Lal had gotten into action, and the three were roaring for help so gloriously that the other two rushed in to their rescue. When the last foot was in I reached for the wire and let the oak plank slide down with a chug.

Then I went out for a more than heart-to-heart talk, a genuine pocket-to-pocket talk, explaining that they could stamp their feet and comb the air with their fists and roar like sealions, as nobody could hear them from the middle of a strawstack.

"Don't waste time talking back, dear sirs, your opinions are no good, anyhow, till you're in a calmer, more judicial frame of mind."

"I will let you out for \$3.00 apiece, or if you prefer, stay with Lallypalooser till the sheriff comes."

"I have a little electric pocketlamp that will plainly show when \$15.00 gets thru the cracks."

"If not, I wish you a merry Christmas."

The coin didn't slide fast because the young men were too busy running past the cracks or picking themselves up after Lal knocked them down. I suggested that they relieve the tedium of their incarceration by pretending they were having lots of fun at a football game. When I had \$15.00 actual cash in hand I went to the house and pulled the wire that raised the oak slide.

Those young men got out of the yard at a turkey trot. They showed they needed to lay up for repairs before attending any social functions, even sech as initiations.

I phoned Herndon to get Lal quick before the young men got back with reinforcements. Herndon had a nice safe place for Lal under the elevator. Then I lighted up the house so if those young gentlemen returned it would look as if our follks were back from Christmas tree doings.

I sat by a darkened window to see what next. Presently two loads of village sports came over the hill, but just then such roars broke out at the elevator that they hurried to learn the cause. It seems Herndon had no sooner penned Lally under the elevator than an uproar started.

Herndon joined in the howls to attract attention, and those two loads of pampered rowdies arrived and hauled out from under the elevator a battered-up specimen of human-



ity, too breathless from rage to talk and too bruised to walk. They carried him to the frat house about the time the crowds were out of church, so half the village became spectators.

When the blood and dirt were washed off the culprit they found to their astonishment the grim visage of the president of the Elevator Company. Nobody asked him what he was doing there. They brot lights and looked. They found a 6-inch pipe with a cut-off that passed down under the elevator and came out under a clump of bushes on the bluff, from which he was spouting grain into a boat beneath the overhanging bluff. Augur holes had been bored in the bottom of bins and plugged when not in use. A sand boat loaded with wheat lay ready to be poled down stream to the president's private landing. He could pole it upstream himself and the current took it down when loaded. The master of the craft had crawled under the elevator to plug the bottom of the bin just in time to be shut up with that terror to intruders—the rascal-chasing goat.

The stockholders held a meeting that night. Most of them were there, for news spreads rapidly in a village. They understood now the frequent quarreling with managers, and the shortages. I had arrived with liniment and bandages because my house was nearest. I asked if I couldn't buy the retiring president's stock for young Herndon, as he had made such a good manager. You see, Herndon would get that \$200.00 for catching the grain thief and I had my reward money. I figgered it ought to be used for a Christmas gift, seeing as Lal was a Christmas present.

Well, sir, the boys cheered and everybody was glad to help along Herndon's poor mother, who worked so hard for her big flock. I said I had \$15.00 some kind friends had given me for Christmas activities, and I would like to send it to Herndon's mother.

Bill Gadders passed the hat and promised to punch everybody in the pocket book who didn't give promptly.

So I guess Lallypalooser was the best Santa Claus the Herndon family ever had, and—well, I never did like a Christmasmas present so well myself.

ALLOWANCE FOR CAR LINING AND Doors.

The Chicago, Burlington & Quincy R. R. Co., in Supplement No. 8 to G. F. O. No. 3457-D, effective Jan. 2, 1912, has published rules governing the allowance to shippers for repairing and lining cars and furnishing grain doors.

On Minnesota, Montana and Kansas state traffic the following will apply:

When cars furnished for grain, grain products or bulk freight loading require repairing in order to insure against leakage in transit, and material necessary for repairing is furnished by the shipper, payment for the actual cost of same, including cost of necessary labor (but not to exceed eighty cents per car), will be made by the carrier furnishing such cars. (See Exception.)

When cars furnished for grain, grain products or bulk freight loading requiring interior doors are not so equipped by the railroad company, and such doors are furnished by the shippers, the actual cost thereof, not to exceed fifty cents per grain door, maximum \$2 per car, will be paid by the carrier furnishing such cars. (See Exception.)

Claims presented to carriers based upon the provisions of this rule must be certified to by shippers as to the actual cost of material used, and verified as to the number of doors furnished and the cars for which furnished, by carrier's agent.

Exceptions: Where cars are furnished by and loaded on tracks of connecting lines receiving switching revenue only and delivered loaded to lines parties hereto, the above allowances will be made by the lines parties hereto, except in cases where said lines receive switching revenue only, in which event no allowances will be made.

No allowance will be made for repairing or for grain doors furnished by shippers for cars loaded with grain, etc., on tracks of lines parties hereto on which said companies receive switching revenue only.

Elsewhere than in the three states named the carrier will undertake itself to furnish all doors and do the coopering, under the following rule:

Suitable grain-door boards will be furnished at all loading stations for use in coopering cars, and in the event that the supply at any station should run short, the local agent is authorized to purchase the necessary lumber until such time as his supply of grain-door boards is replenished.

A uniform charge of \$1.75 per car will be assessed on all carloads of grain or grain products consigned or ordered to elevators, mills, warehouses or other points of unloading where parties unloading appropriate or fail to account to the in-bound carrier line for grain doors or grain door material in cars at time of delivery.

Agents at loading or transfer points must show on face of way-bills the number and dimension of grain-door boards used or the height from the car floor in inches of the temporary grain-door protection applied in coopering each car; also the approximate weight thereof.

MARGINS FOR CASH GRAIN

By Henry L. Goemann



The need of margins for cash grain sold for future delivery was first agitated at a mass meeting of delegates called by the Chicago Board of Trade for a conference in the Princess Theater some years ago, when the matter of margining sales of cash grain for future delivery was thoroughly discussed, and which was really one of the principal things that led to the formation of the Council of Grain Exchanges.

Owing to the wide fluctuations which had prevailed for several years, and with a gradually advancing market during the year, a desire was created on the part of buyers to contract grain ahead for future delivery, and in some instances contracts were entered into for eight to twelve months deferred delivery. With unsettled markets trades of this kind finally were burdensome and brot about a great deal of controversy and defaults of contract and resulted in some heavy losses to both buyers and sellers.

The trade finally awoke to the fact that under a system such as was in effect of permitting the buying and selling of large quantities of cash grain for all kinds of deferred delivery without any margin protection, the risks were too great and the losses too heavy. The custom had become so firmly established that it was difficult to discontinue it, and the jealousy existing between markets added to the difficulty of bringing about the change which the better merchants desired,—therefore it was found that while one market might demand a margin clause in contracts the demand could not be enforced because of a competitive market offering a contract without this feature, which of course resulted in the latter market getting preference.

The Council of Grain Exchanges took up this subject and a committee (of which I was made Chairman) was appointed. We have worked on this for a number of years and finally in a circular letter under date of December 8, 1911, submitted to all exchanges and their membership the recommendations of the Committee, requesting that any market that did not have the margin clause in their contract adopt same as part of their rules,—and it looks now as if it would be a matter of only a short time when the various markets will pass and adopt a rule making it compulsory to insert in contracts a margin clause which will permit the calling of margins if so desired by either party to the contract. This call is not to be compulsory, but is left to the discretion of the contractors of the grain, and is simply to be available in case it is found necessary to use it.

THIS CLAUSE in all contracts would act as a deterrent to firms that over-trade. It would result in their being more careful in making future contracts, and in making same would limit themselves according to their ability to take care of same in case they should be called upon for margins. To this extent it would make the cash grain business much healthier for all concerned in that the loss would be reduced to the minimum and the markets would not be so much affected by the compulsory marketing of grain which was being delivered on such contracts, when the market was unable to absorb same.

This not only applies to the dealer in the larger markets, but in my judgment also to the country elevator man and would prevent him from making contracts freely with farmers before the crops are matured and harvested, and will also protect him from defaults on the part of the farmers; and he can use with the farmer as an argument as to why he is refusing to contract ahead, that if he does contract he will be compelled to put up margins with the buyer of the grain and therefore must have a margin from the farmer who sells to him,—and to this extent it would prove beneficial to the country grain dealer.

LARGE AND LATE VARIETIES OF CORN

By Dr. J. W. T. Duvel, Crop Technologist in Charge Grain Standardization
Investigations U. S. Dept. of Agri.



Those who have given careful consideration to the production of corn in the United States fully realize that the yield per acre is less than one-half of what it should be. Within the past few years commercial organizations have joined with agricultural institutions in the movement for more bushels of corn per acre. Already much real progress has been made. It has been fully demonstrated that with the proper care and selection of seed corn, and with better methods of

planting and cultivation, the yield per acre can be greatly increased. Decided advancement has likewise been made in the breeding of new and uniform strains of corn suitable for special purposes or for growing in sections of the United States where it was formerly believed corn could not be grown successfully.

It is, however, a matter of much regret, when viewed from the standpoint of the quality and condition of our commercial grain, to know that the breeding of corn for increased production has been carried on to a considerable extent at the expense of quality. The demand for higher yields, together with the desire to show increased yields as a result of selection and breeding, has led to the development of large, late maturing strains of corn which do not ripen sufficiently early to allow the corn to dry out properly before it is harvested or marketed. The breeding of large, late maturing strains of corn, which are heavy yielders in many cases simply because they contain a much higher percentage of moisture, is not progress. However, such results are certain when seed selection is based on the weight of ear corn at the time of shucking *regardless* of the moisture content. Tests have shown that the moisture content of corn kernels will range from 15 to 30 per cent at the time of shucking and sometimes higher, while the moisture content of the cob will vary from 18 or 20 per cent to 35 or 45 per cent.

It is exceedingly important that all comparisons of yield be based on the amount of "dry matter" contained in the shelled corn or calculated to a uniform moisture content. Results on any other basis are meaningless and unreliable. If calculated to a uniform moisture, 12 per cent would seem the most logical, that being about the average moisture content of old corn during the months of August and September.

FEEDERS, GRAIN DEALERS and manufacturers of corn products desire more corn, *not* more water. Better by far strive for a yield per acre of 70 bushels of good, merchantable corn which will contain 15 or 16 per cent of moisture for December marketing, rather than for a yield of 75 bushels containing a moisture content of 20 to 22 per cent, as is now shown in most of the corn throughout Ohio, Indiana, Illinois, Iowa and Nebraska.

In all of these states a considerable percentage of the corn, especially the large, late maturing varieties, will show a moisture content ranging from 21 per cent to 28 per cent. Corn of this character, and even that of lower moisture content, is almost certain to undergo marked deterioration when stored in the crib on the farm, for contrary to the general opinion, corn dries but little during the winter months under the present methods of cribbing.

Tests on a crib of large white corn, crop of 1910, showed an average moisture content on

Nov. 21,	of 22.4% in kernels; 39.5% in the cobs.
Dec. 2,	of 21.5% in kernels; 33.9% in the cobs.
Dec. 20,	of 20.6% in kernels; 30.0% in the cobs.
Jan. 10,	of 20.3% in kernels; 28.0% in the cobs.
Feb. 8,	of 20.4% in kernels; 26.0% in the cobs.
Mar. 7,	of 20.6% in kernels; 24.5% in the cobs.
Apr. 6,	of 19.6% in kernels; 22.2% in the cobs.

At no time during the foregoing period would this corn have graded better than No. 4 on the basis of the rules for

grades adopted by the Grain Dealers' National Ass'n. During the early part of May the corn in this crib was found to be musty and heating and was accordingly shelled and marketed. Hundreds of thousands of bushels have had the same history during the past three years and the same results may be expected so long as large, late maturing varieties of corn continue to be grown.

HIGH MOISTURE CORN, when shelled and stored in cars, elevators or warehouses, under commercial conditions, deteriorates much more rapidly than when stored on the ear in cribs. It is only necessary to visit the inspection yards or to interview grain dealers and storage companies in some of our terminal markets in order to ascertain a fair view of the immense quantities of corn which become musty, hot, sour and badly damaged, and in many cases unfit for feeding purposes, before it is finally disposed of.

Experiments have likewise shown that there is a natural shrinkage in shelled corn due to the evaporation of moisture, during transit in cars or while in storage, or during handling in elevators, which shrinkage is very closely correlated with moisture content. If the moisture content is sufficiently high to cause the grain to become hot and sour,—a condition in which a considerable percentage of the corn reaches the terminal markets—the shrinkage will be much more pronounced. Under such conditions the loss in weight will usually vary from 1 to 3 per cent.

An experimental shipment from Baltimore to Chicago and return, covering a period of 27 days, from April 14 to May 11, 1910, showed a shrinkage of 2,450 lbs. or 3.65 per cent on corn containing 19.8 per cent of moisture. The corn in this car showed a temperature of 135 to 140° Fahr. during the last 16 days of the test. The shrinkage on another car of corn having a moisture content of 17.4 per cent, contained in this same experimental shipment, was 180 pounds, or slightly more than one-quarter of one per cent. The temperature remained practically the same throughout the test, the average at time of unloading being 62° Fahr.

LAST YEAR a large elevator company at one of our export markets found it necessary to dry 962,620 bushels of corn, with a shrinkage of 54,741 bushels or 5.69 per cent. Figuring the farm value of this shrinkage (water sold as corn) at 50c per bushel, the cost of marketing at 5c per bushel, the average freight rate from Central Illinois to export markets at 15¼c per 100 pounds, the cost of handling at both country and terminal elevators at 1½c per bushel, we have a sum of \$34,545. To this must be added the cost of drying, 1c per bushel on the entire 962,620, for if the corn had been in proper condition, drying would have been unnecessary; thus adding a further cost of \$9,626, making a total of \$44,271 or an equivalent of approximately 5c per bushel on the 907,879 bushels of dried corn. In other words, if this corn had been in proper condition when it left the farm the price at the country elevator would have been 55c instead of 50c per bushel.

COUNTRY BUYERS TO BLAME.—There is, however, another side to this story. Corn breeders and corn growers have been encouraged in the production of large, late maturing high moisture varieties of corn because dealers at country points have been willing to pay the same price for practically all grades of corn. In fact many corn buyers and shippers, even today insist that to buy on any other basis is undesirable, impracticable and even impossible. So long as buyers of corn are content to pay *corn prices for water*, just so long will growers continue to produce low grade, high moisture corn. Under the system which has been in vogue in the past, the farmer who markets corn containing a high percentage of moisture has enjoyed the greatest profit. Why should the producer, who likes to do things well, take pains to grow a crop of corn, well matured and with a moisture content of 15 or 16 per cent, if the price at the elevator is to be 50c per bushel of 56 pounds, when his neighbor, who is marketing corn containing from 20 to 25 per cent of moisture is likewise receiving 50c, or in rare cases, a discount of 1c per bushel, when the corn is actually worth from 3 to 6c less.

Moisture tests on two lots of corn being delivered on the same day at an elevator in North Central Illinois, showed a moisture content of 15.4 per cent for the well matured corn,

and 28.3 per cent for the large, late maturing corn, yet the same price was being paid for both lots.

WHY SHOULD THE COUNTRY shipper discriminate if the buyer at the terminal market is willing to pay corn prices for water, or forces the country shipper to accept a No. 3 price, even tho he delivers a No. 2 corn, which has not been an uncommon practice in the past. Grain buyers should have the courage of their convictions and discriminate against bad corn. Put the necessary premium on good sound merchantable corn that will stand shipment or storage, or that contains the feeding value, and the large, late maturing, high moisture varieties will disappear. Whenever corn is bot and sold on the basis of its intrinsic value, the movement will then be, not for more bushels, but for more good corn.

DEFINITE SHIPPING TERMS

By D. Arthur Karr

It is with very much surprise, and a great deal of regret, that I notice in the trade journals recently that there are still a few trade bodies who adhere to the obscure and ambiguous trade rules of a few years back, and some of them have even gone so far as to try to effect a retrograde movement from the progressive action of the Grain Dealers' National Ass'n at the convention of 1910.

The experience of such markets as have been using the simplified, improved rules has been so entirely satisfactory that it seems almost incredible that any should desire to retain the old time of shipment rules.

There are so many arguments in favor of the simplified rules, and such an absolute dearth of real arguments against them, that it is hard to say just where to start.

There are some features, however, which the average dealer perhaps does not know, one of the most important being the legal status. Take, for instance, a case which actually happened, the one which I quoted in my letter to you, which was published in the Journal just prior to the Chicago Convention. It is so particularly apropos that I cannot resist repeating it.

On September 9th, 1910, a Philadelphia jobber bought from a Chicago shipper 5,000 bus. of corn to be shipped within ten days. Now, under existing trade rules, ten days might mean in various markets: ten days, eleven days, twelve days, thirteen days, or even more, according to the particular style or variety of days used to suit the purpose of the particular market affected. In this case the shipper used the variety called "business days."

IF YOU WILL TAKE a calendar and figure up, starting with the tenth day of September, 1910, it is very evident that, excluding Sunday, the contract expired on the 21st of September. If, however, we go back into history a little, we find that on the 15th of September, Illinois had an election, and the state declared a holiday for that purpose. Now, an election day is not a business day, as we understand it, and, as an election day is a perfectly legal holiday, it becomes quite clear that this contract expired on the 22nd day of September, 1910.

At the same time, had this contract been submitted to any professor of English in any school or college in Chicago or Philadelphia, I am confident that his decision would have been that the contract expired on the 20th day of September.

Still, keeping, however, to the particular style and variety of day used in Chicago for business purposes, we find that in Philadelphia, where this purchase was made, there was no holiday on September 15th, legal or otherwise, and, therefore, as the 15th was not Sunday, it must have been a "business day," so that it is evident that the contract in question expired on the 21st of September.

Such a condition is so absolutely ridiculous that it is difficult to conceive any intelligent business man of 1911 even attempting to defend it. Any dictionary will show an intelligent person, who is able to read and write, the meaning of "ten days." There is no excuse for even attempting to make such an expression mean something different from what the words convey.

A FEATURE WHICH, fortunately, does not often become prominent, but which is more likely to become so under the old-style rules than under the new, is the legal status of such an expression. Had this contract not been fulfilled before the expiration of the contract time, whenever that

was, the buyer would have been under obligation to buy the stuff in for account of the seller, it is conceivable that the seller might disagree with the buyer as to what was the expiration of the contract time.

Suppose they had gone to court. I do not believe that any opponent of the improved trade rules realizes how much expensive proof it would have taken to convince a jury that a contract for shipment within ten days, meant ten days, eleven days, twelve days, thirteen days, fourteen days, or more, at the convenience of the seller.

This is not an idle theory. I have had the actual experience in a similar case where more time was wasted in testimony substantiating such foolish, arbitrary meanings of plain English terms, than was necessary thoroly to establish the real claim.

This condition would be bad enough if it could not be avoided. "Ten days" should mean ten days, what the dictionary says and what every intelligent man, woman or child in any part of the country thoroly understands.

The advantage of definite trade terms is just as great to the seller as it is to the buyer, if the seller has any intention of fulfilling his contract. The only possible argument in favor of the obsolete terms of "prompt shipment," "business days," etc., is that they are ambiguous and give one or the other party to the contract a very good chance to wriggle out if it does not satisfy him to fulfill it.

IN THE MAKING of a contract of a purchase or sale, no coercion exists, but the seller has the commanding position, unquestionably, until the contract is made. He is not obliged to sell for five, ten, fifteen days' shipment, unless he is in position to carry out his agreements. The only knowledge the buyer has as to the ability of the seller to carry out his agreements is the word of the seller. If the seller cannot ship in ten days, fifteen days, twenty days, as the case may be, he has his remedy by increasing the time limit. If the terms "immediate," "quick" and "prompt" were entirely eliminated and calendar days used in all cases to indicate the time of shipment terms, it would absolutely do away with every bit of confusion, and the many cases of arbitration and lawsuits which arise from the present ambiguous terms.

I cannot believe that the Grain Dealers' National Ass'n, or the Council of American Grain Exchanges will be so weak as to even consider any compromise on this question.

MERREE KREESMAS

By Knute Knuteson



Von odder yar baen almost gone,
Der Kreesmas time baen hare,
An feeling ov gued fallowship
Baen floating on der air.

Det baen der time ven avra von
Det baen vell an gat sum doe,
Skud hunt oet sum poor fallar
An halp hem meck tangs go.

As yu meck yure own foax merree
At dees yolly Kreesmas time,
Don't forgat det sum poor fallar
Gat sum babees det baen cryin—

Kos der papa not kan halp dem
Or der mamma mite bae sick.
Teck dem en a box ov candee
Or von monkey on a stick.

You don't ha tu geeve so wery much
Tu bring happiness and cheer
Tu sum leetle boy an seestar
Hoo else mite tank et kveer—

Det no Santa Klaus baen komming.
Like dey had hoped hae vood,
From stories det baen told dem
About people det baen gued.

Ef yure Kreesmas skal bae happee,
An Ay sure tang hope it vill,
Yoost vawk around on Kreesmas eve
Ven avratang baen still.

Den play det yu baen Santa Klaus
An vare poverty baen nocking,
Yoost step rite en an say yu kum
Tu fill sum leetle stocking.

LEGISLATION PRESCRIBING DEFINITE B/L NEEDED

By Charles England



The Grain Dealers Journal has so frequently, in the past ten years, published information upon Bills of Lading and commented upon it editorially, that it would seem almost superfluous at this late day to refer to it in detail, but simply urge all parties interested to exert upon Congress all the influence which they can command in behalf of the proposed legislation before that body. But, as this old subject continues to be a live issue, because the reasonable demands of the commercial, financial and legal interests have not been given proper consideration by either the carriers or Congress, and as it is being constantly brot up in new phases, and by new people, it might be regarded as indicating indifference, if it be dismissed because of its previous discussion.

At the meeting of the Grain Dealers National Ass'n at Des Moines, Ia., in 1901, and at the meeting the following year, at Peoria, the matter of obtaining a proper bill of lading was discussed. At the Des Moines meeting it was suggested by members of the grain trade that a demand be made upon the carriers for a uniform bill of lading, clear and concise in its terms, and under which the carriers should not be relieved of their common law liability; that they should not, in any manner, impair their obligations to use at least the same degree of care in handling the property entrusted to them for transportation that an ordinarily careful person would exercise in regard to the safety of goods belonging to himself; and in order that bills of lading might be safe documents for purposes of collateral, it was then advocated that proper care should be taken by the carrier in their issuance.

THE SUGGESTIONS made by the grain trade in 1901 have not been materially modified since, except very recently Mr. Adamson of Georgia has introduced a Bill in Congress relating to bills of lading, a paragraph of which proposes to require the bank at point of shipment to ascertain from the railroad company, and certify upon the bill of lading, that the merchandise enumerated in the bill of lading had been actually received by the carrier. Therefore, generally speaking, every suggestion which has been made, and the variety of bills of lading proposed by different organizations and individuals, from time to time, embody in a general way the principles expressed by the Grain Dealers National Ass'n ten years ago. In the meantime, there has been some improvement over the shiftless, nondescript bills of lading which were in use at that time; but there has not been much accomplished in properly safeguarding bills of lading, which too frequently are a direct invitation for fraud, which the greatest care and discretion cannot always guard against. While the discussion in regard to bills of lading has done much to impress all interests of the necessity for a safer document, it would seem that because of the number of frauds during recent years, that there has been an unfortunate effect of the discussion in regard to the insufficiency of the bill of lading, in calling attention to the opportunity for wrongdoing. It has been stated that in the year 1910 losses to the extent of \$10,000,000 resulted from frauds and forgeries in the use of bills of lading, which could, for the most part, have been prevented if the bill of lading was the document it should be.

It is just as futile to discuss the conditions of the so-called uniform bill of lading, now in use, as it is to attempt to convince the carriers of its unreasonableness and insufficiency. Some of its conditions are not enforceable by law, others are not enforced by the carriers, no doubt as a matter of policy, but these conditions are a part of the bill of lading and may be put into effect any time and upon an occasion when serious embarrassment might result.

IN 1904 F. J. Firth, Chairman of the Bill of Lading Committee of the railroads operating in official classification ter-

ritory, after several conferences and numerous protests, promulgated a bill of lading, which, because of its questionable provisions, was highly unsatisfactory. The conditions of that bill of lading imposed hardships upon the shipper, requiring his assent to its terms by his signature, or if electing to accept it without signing, the merchandise was subject to a penalty of 20% advance in freight simply because the carrier was thereby held to its common law and other liability, altho it was shown that carriers' losses by all accidents, their own carelessness, or whatever cause, approximated on an average less than 1% of the railroad receipts. The effort to force this bill of lading upon the business interests shows how little regard the carriers are likely to have for the reasonableness of things, and there are traffic officials and law officers, who, because of their environment, have limited appreciation of the requirements of business, therefore the objects desired can only be obtained by legislation. The Interstate Commerce Commission doubtless has power to prescribe a bill of lading and require its use in interstate commerce, but the Commission's construction of the law, and its application to the bill of lading, may prevent full relief, therefore why stop short of positive legislation?

THE AMERICAN BANKERS Ass'n and the American Bar Ass'n have been active in advocating a safer bill of lading. The Bankers desire the bill of lading to be negotiable in same manner as any negotiable instrument for the payment of money, and that the title to the property represented by the bill of lading shall pass by endorsement and delivery of the document.

The Bar Association seeks legislation which will make the legal status of the bill of lading uniform, and not subject to irregular state laws, both statutory and judicial, also a clear and positive definition of the common terms used in bills of lading, in order that they shall be uniformly construed in all the states, the necessity for this arising out of the rulings of the courts holding different opinions. The commercial interests favor all the demands of the Bankers and Lawyers, but also want the bill of lading made a safe document in other important respects.

MODERN BUSINESS has caused an enormous increase in the use of the bill of lading, and it is estimated that the banks of this country the past year loaned upon this security upwards of three billions of dollars, and merchants were interested in them to a greater amount, therefore, no argument is necessary to prove that the terms of the bill of lading should be definite and the obligations of all parties thereto clearly defined and established. The bill of lading *should be depended upon to represent the property described in it, and be the carrier's contract for its transportation and safe delivery.* The carrier and the shipper both assenting that the title to the property shall pass by endorsement and delivery, and its negotiability should be preserved so long as the bill of lading is outstanding.

Carriers should be made absolutely liable for the acts of its agents, and be held responsible for all merchandise stated in a bill of lading which has been signed and delivered from the hand of an agent. If the bill of lading is technically construed differently from what the parties intended, then they are not safe for the merchant to handle, or the bank to accept as security for advances, or as collateral for loans. All these necessary features will not impose hardship or unreasonable liability, and when the carriers, their officers and agents, are required by law to respect these documents, there will naturally be care in their issuance and handling, and method and custom will make easy and simple what now appears to some railroad officials an unnecessary, increased responsibility.

AT A MEETING of the Grain Dealers Ass'n some years since, a form for a bill of lading was proposed. This was somewhat similar to the limited railroad passenger ticket. It was to be filled out in ink only by the agent, and the agency dating stamp used in addition to the written date and signature. Besides writing the car number and weight, figures in the margin were to be punched out indicating both car number and weight. Since then many forms have been suggested, but they differ only slightly in details. However, it is not wise to advocate any particular form of a bill of lading, because it will be subject to amendment by every sincere person who considers his plan the best, but rather urge legislation

along the lines suggested by the commercial, financial and legal interests, then, after such enactment, the proper form will naturally follow.

There are now before Congress the Stevens, also Adamson Bills, both relating to bills of lading. Space does not permit a detail reference to them, and while they do not meet all the necessary requirements, they are good measures, the passage of which will overcome many of the present disadvantages, and every business man should urge their passage.

THE CHRISTMAS SPIRIT IN THE GRAIN TRADE.

BY E. M. WASMUTH.



On more than three hundred days in each year the grain dealer, in common with the multitude of tradesmen, is filled with the lust of gain, the selfishness that goes with business strife and the narrow, contracted and selfish state that makes no friends, except for mercenary purposes, sees no want or misery, sheds no happiness and only develops exertion in the pursuit of gain.

THEN CHRISTMAS COMES and we greet our friends, in good faith wishing them health and happiness. For on that day a babe was born—perhaps for no greater purpose than that by an unselfish life he should teach us unselfishness. For nineteen hundred years the day has returned to point to mankind the uselessness of self-seeking and the happiness that comes with feelings of good will.

This is the day and the spirit of Christmas is upon us. *What a difference* we could make by spreading a little of this Christmas spirit throughout the year. Would we not be at least equally as prosperous, considering both our social and financial beings, our contentment and happiness, if we considered our competitors' welfare a little more, dealt in a little kindlier spirit with those from whom we seek our livelihood and perhaps a little less harshly with all mankind?

Let us each wish the other good fortune, for that is something; good health, which is more; and contentment, which, in truth, is all of happiness. Let us carry these wishes with us through the coming year, shedding a little each day, and I am sure that 1912 will bring each of us success.

An earnest, cheery Merry Christmas greeting to each caller will help lighten callers' hearts more than all the calendars given away.

GRAIN TRADE METHODS OF THE PACIFIC NORTHWEST By F. P. Lint

The grain dealer east of the Rocky Mountains cannot quite understand why practically all grain is handled in sacks in this section of the country, and about the first question the Eastern man asks is, "Why don't you have elevators here instead of warehouses?"

There are several reasons, as follows:

Harvest begins in July and continues until October. There is usually but little rain during this period and grain will stand ripe in the fields for weeks without damage. Most of the grain is cut with "Combines"—machines drawn with traction engines, or from eight to thirty-six horses to each machine, cutting, threshing and sacking from ten to fifty acres per day.

The crop is immediately hauled to the warehouses (in town) and the owner takes a warehouse receipt for the number of sacks and weight of the grain delivered. Some grain is "graded" by the warehouseman, but most of it is placed in a "special pile" with the owner's mark on the sacks. The warehouse receipt shows the mark of the pile and the owner sells the receipt to whom he pleases.

Warehouse receipts for grain are about as good collateral as "bank notes." They are negotiable when endorsed by the original owner. When the final holder of the receipt wants the grain shipped he surrenders the receipt and pays the warehouse charges (shown on the face of the receipt) and the warehouse man ships the grain as ordered.

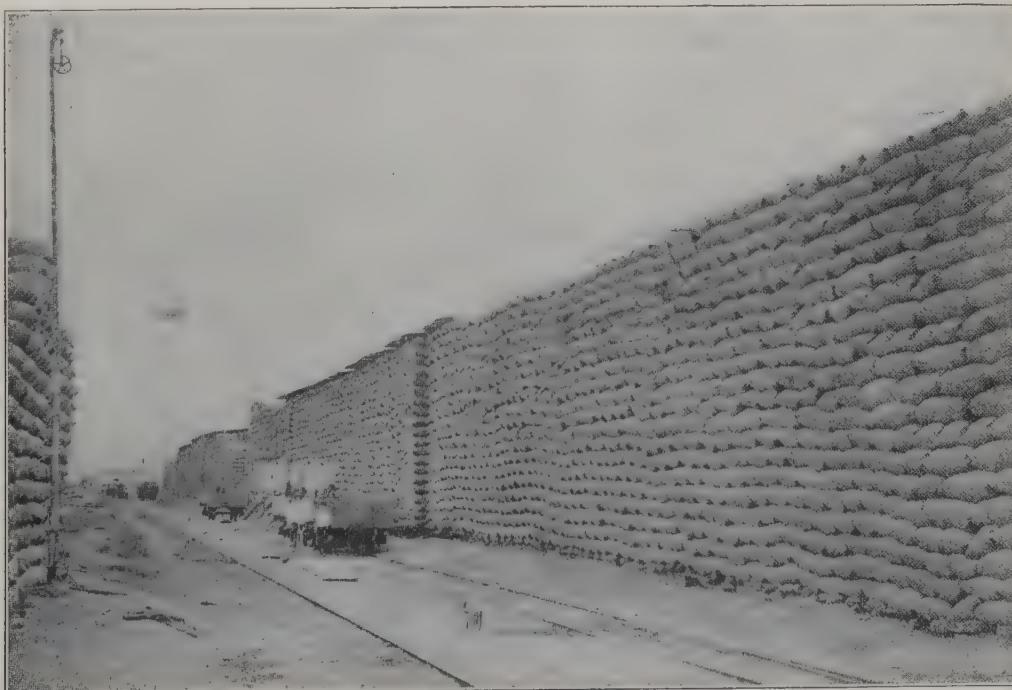
"NUMBER ONE" is the standard grade for each kind of grain. The warehouseman provides room for the individual piles of grain, and holds it until the owner is ready to ship it. He could not do this with an elevator, as there are so many grades of same varieties of grain.

Some is "Smutty," some "Oaty" and various other reasons for "off-grade." So the man who delivers *good grain* gets the extra price when placed in a special pile and sold by sample. Warehouse charges are usually 50c to 75c per ton for first ninety days and 10c per ton additional per month while it is in the warehouse.

Wheat, barley and oats are the leading grain crops. Wheat is sold by the bushel—all other grains are quoted by the "hundred." We have wheat and barley sown in the fall and spring. Different altitudes and varieties of grain govern time of seeding.

Markets are usually the Pacific Coast terminals, but this season most of our barley and timothy seed has gone East.

Avoid hanging mistletoe over your elevator heads unless you want the head, pulley and casing to get together.



Storing Grain in the Pacific Northwest.

When It's Christmas in the Heart.

Only those who, like You, celebrate Christmas in the Heart; only those, after all, can know the true Christmas. But for them, above the pealing of the bells, above the music of the chimes, there sounds an inner harmony—a melody so sweet, so clear, that all the highways and byways of Earth flash with unexpected radiance. Light, song, beauty everywhere when it's Christmas in the heart.—Mary C. Low.

BETTER OFFICES FOR GRAIN DEALERS.

It is gratifying to note that grain dealers everywhere are providing more commodious, comfortable and convenient offices in which to receive their business patrons and to conduct their trade. The P. H. Pelkey Co. wrote recently that dealers are becoming more and more particular in this respect, and few are now content with a one-room office. They want an office building adjacent to the elevator, with a private compartment for their desk and business records.

The Reliance Construction Co. built a number of offices with a driveway thru one side, in which is located a 6-ton wagon scale. As will be seen by the plan illustrated herewith, this office, while very artistic and attractive, is practical and convenient. A main office is provided for the convenience of farmer patrons, and a private office is provided on the other side. Access to the bookkeeper's room, which is located between the two offices, is provided by a swinging gate and door. The scale beam is located in the bay, so that weighman can watch everything that is going on in the driveway. The small compartment which is off the bookkeeper's room is provided for the safe. Each of the offices is provided with two large windows and an outside door, while weighman's office has three windows. The building is provided with heavy brick foundation and the driveway has a concrete floor, so it should be a very easy matter to keep the place clean and attractive.

The most sumptuous office for the country grain man which has yet come to our notice is that designed by the Burrell Engineering & Construction Co. for Egly, Doan & Co., whose new elevator is now being erected at Ft. Wayne, Ind. This office will be a one-story and basement frame structure, with heavy concrete foundation, and floor of basement covered with cement. It will be 24x24 ft., have a general office and two private offices. Each office will have a hard maple floor and be finished in oak. A large vault 6x6 ft., in the general office, will be constructed of brick. The floor and the ceilings of vault will be constructed of reinforced concrete slabs. In the bay on one side of general office is located the beam of a 4-ton wagon scale just outside. A telephone room, a wash and toilet room add to the convenience of the office. An artistic porch on the front of building adds to the attractiveness of the place. It is provided with shingle roof and gables and lap siding. It is well lighted, and it will be heated by steam from boiler plant in basement. The basement is divided into three large rooms, a closet and vault, one room being used for fuel, the other for boiler.

Grain dealers who take special pride in their surroundings show a care for the comfort of their customers, and thereby attract trade to their place of business.

THE ELEVATOR PIT

By J. J. Fitzgerald

So far as I have been able to learn, the elevator pit is the one subject that has been left untouched by the many scribes who have imposed their ideas upon a weary world since Moses writ. Even the muckrakers of a later day, who scoured the cavernous depths for material seem to have passed it up. Why all this silence I am not prepared to say. As there is mystery here, surely there must be romance. The geologist looking for new specimens would certainly find them; the heart of the zoologist would be gladdened; and as for the sociologist, studying the conditions under which men work, he would be enraptured. Therefore, not being of a literary turn of mind, I feel no small hesitancy in blazing the way.

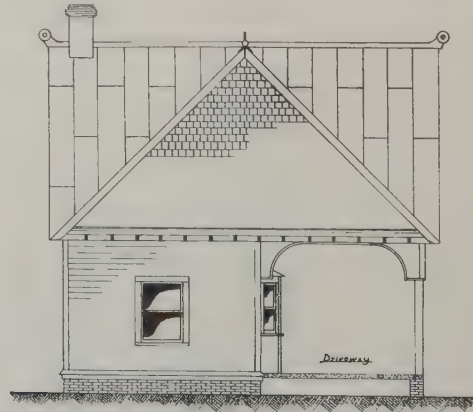
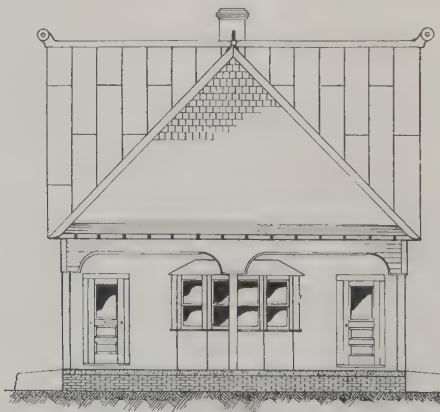
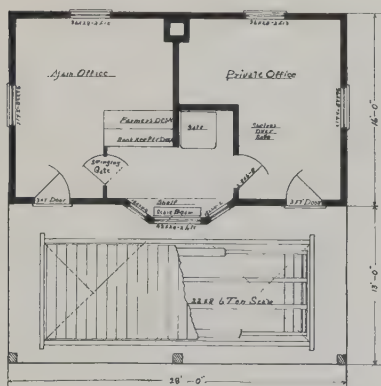
THE GRAIN ELEVATOR PIT—what is it? My dictionary describes a pit as "An excavation or hole in the ground covered or otherwise concealed, for snaring wild beasts." That's it, only it doesn't snare the wild beasts—most of them get away, and leave their "tales" behind them. And the tales are many. This one has to do with the elevator pit from the standpoint of the fire insurance company.

It is not necessary to explain to the readers of this article the why and the wherefore of the pit. Most of them are more familiar with it than I am, and have said just as many mean things about it. Thus far we are on common ground.

But it is my contention that the pit of the elevator has not kept pace with the development of the balance of the house. The wood pulley has been taken out of the elevator head, due, no doubt, to the warfare of the mutual companies; a manlift will take you to the cupola at any hour of the day; hopped bins save many a backache; the automatic scale is almost perfection itself; and the rope drive runs as smooth as a motor. In fact, all along the line the elevator has shown improvement; but the pit, the hole in the ground "otherwise concealed," is still there as of old. Of course it is now a steel boot, instead of the old wooden one; and we have a steel boot tank to keep the water out; but this has reduced the real fire hazard very little.

THE PIT of the average country elevator today is a fire trap pure and simple. No one having any knowledge of the subject will deny this. A hole is dug in the ground large enough to hold a steel tank. The boot is put into the tank and the elevator built around it. When you want to get into the pit you go down through an 18" trap door. Sometimes you will find an outer door. This helps the situation a little, but not much. Whenever a man has to disguise himself as a rat in order to get at machinery that requires oiling and proper attention, you can put it down that said machinery gets very little attention. And whenever that same individual has to go into a dark hole with a lantern and work in a 2x2 space to clean out accumulated dust, it's an even bet that the dust will get mouldy and, perhaps, hot before it is taken out.

Do I exaggerate? I was in an elevator two weeks ago that was built "modern" within the past five years. I wouldn't go into the pit of that house when the machinery was in operation unless I was sure that my life insurance was paid up. You go through a trap door straight down for ten feet without even a ladder to guide you. You simply take your chances. And that pit is looked after (?). And there are many like it.



Inexpensive, Convenient and Attractive Office Designed for an Indiana Dealer.

I HAVE NOT FOUND three elevators in the last two months with the steel tank clean. The majority of them were half full of grain in all stages of decay.

Now why is this? Are the insurance companies to blame? Have they given so much attention to the elevator head that they have forgotten the pit. I think so. I think that in the early stages, when the old style house was being replaced by the modern type, if they had placed as much stress on the pit as they did on the wood head pulley, we would not have this trouble to contend with today. The contractor cannot be blamed. In most cases he has to build inside a certain figure, and has competition to meet. Then the fire hazard does not worry him very much. He leaves that to the insurance companies.

I am well aware of the fact that the lay of the ground has a good deal to do with the construction of the foundation and basement of an elevator. I know also about the contention that concrete will not keep out water. Knowing these facts, I still assert that the pit of an elevator should be light, easy of access and as roomy as possible. When it is so built the loss ratio will be less.

What the loss ratio is today from this source we don't know exactly; but I believe that many of the "unknown" fires, and fires attributed to railroad sparks, can be traced to the pit. There is no getting away from the fact that inaccessible spaces are breeders of fire.

We know that a line of elevators was burned in the Northwest a few months ago from hot grain and dust in the pit. Knowing the facts in this case, it is not unreasonable to assume that many other fires have started from the same cause.

I INSPECTED AN ELEVATOR some five years ago—a new elevator, built by a prominent contractor. It was in the corn belt, and had a sheller, and a conglomeration of drags. The machinery had to be stopped while I went down with a lantern through the trap door. Shortly afterward the elevator burned from a "hot box." No wonder it did. The machinery simply couldn't be watched. And there are many, many cases just like this.

But what are we going to do about it? There is no use complaining unless a solution for the problem is offered. I think it is up to the fire insurance companies. I believe the time has come when the wood pulleys should be taken out of the inspectors' heads, and the pit put in. True, the wood pulley was a hazard that had to be watched, and it was the good work on the part of inspectors that eliminated it. Now let them put the same energy into the removal of the hazard of the pit, and it will follow the wood pulley.

In the days when I was active on the road, I had the wood pulley fever like all inspectors. I could smell one a mile away. I knew where was a pit hazard as well, but it never made a strong impression upon me. If there was a wood pulley in the boot I found it; but the fact that I had to be let down into the pit on the end of a rope I took for granted. My ideas have changed since going out on the road, after sitting at a desk for two or three years. It may be that I cannot get through as small a hole as I used to; but I must admit that the hazard of a wood pulley looks mighty small to me alongside of the average pit.

ONLY THE OTHER DAY I called at the office of the Farmers' Cooperative Association of Alcester, S. D. I was informed that it would not be necessary for me to wear overalls to make an inspection of the elevator. I didn't believe it, but the foreman was a good-natured fellow, so I took him at his word, and started out on a voyage of exploration. A manlift made the journey to the cupola an easy one. When I got down, I asked how he got into the pit. With a smile of pride on his face he uttered the magic words "open sesame," and Ali Baba going into the robbers' cave was not more mystified than I. There underneath that elevator with a broad staircase leading from the work floor was a—no, not a pit—but a concrete room—light, easy of access and clean. So clean that their automatic scale is set

up on the floor. I wanted to get some pictures of the house, and the basement to illustrate this article, but I was unable to do so, as there is no photographer in the town.

But the elevator was not always like this. It was built in the old-fashioned way, with a steel pan. And the rats got in, and the pan filled up, and the foreman got mad, etc. The Board of Directors appointed a committee to look into the matter. And maybe the committee would still be looking, but for the fact that they had a manager with some ideas and a little nerve, and they asked him to solve the problem if he could.

He solved it. He took the steel pan out, and put it under the down spout to catch the rain water off of the elevator. He then went to work and put in concrete floors and walls, with the result that he has one of the best arranged basements I have ever seen in a country elevator. He learned what the Government mixed with its concrete to keep out water, and he put in a supply of it. He advises me that he has not been troubled with rats or water since; and if he is troubled with dirt it's his own fault, because keeping the pit clean is simply the matter of a little elbow grease under about the same conditions that a woman is under in sweeping out her parlor. This man is J. J. Overholtzer, the mayor of his town, and one of the type of bright managers of which South Dakota has many. I mention all of this to show that because a house has been built over a steel pan, it doesn't have to burn down to make a change.

When I was at Volin, South Dakota, a few months ago, the manager of the Farmers Trading Co. was then engaged in concreting the basement of his house, and I imagine when he gets through, he will have the same kind of a house as the one at Alcester.

I believe that if the mutual insurance companies will conduct the same kind of a crusade against the trap door pit that they conducted against the wood pulley, it will soon be on the scrap heap. I do not maintain that it is necessary for all elevator owners who have dark pits to do as was done in the cases cited above. I am not arguing in favor of concrete as against the steel tank, as the tank serves its purpose. I am arguing for a lighter, roomier and cleaner basement.

GREETINGS.

With their calendar for 1912 J. F. Zahm & Co. send wishes for many sunny years.

H. W. DeVore & Co. add their Christmas greeting to the many cards that have gone before.

The Modern Miller, St. Louis, adds its Heartiest Greetings for Christmas and Best Wishes for the New Year.

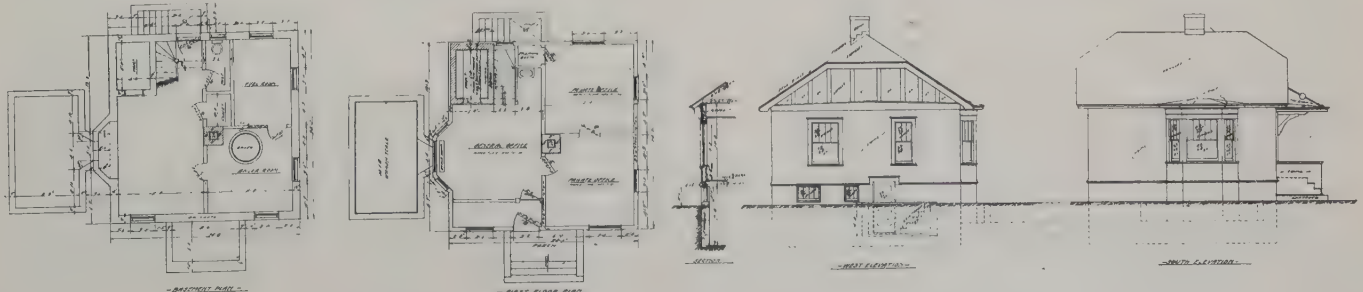
The holly-bordered Christmas card of Goffe & Carkener extends to all good fellows in general and to the recipient in particular their best wishes for A Merry Christmas.

The National City Bank of Chicago sends its kind thots and best wishes on beautiful stationery, embossed and decorated with ribbons and a cheering message, artistically printed.

The most beautiful Christmas greetings received this year came from the International Harvester Co. of America. A beautiful verse, embellished with attractive ornaments, and accompanied with a water color, is assisted by a key chain, to which is attached an IHC good luck magnet, that everyone will be very glad to possess.

To select the best is the art of existence.—David Starr Jordan.

Blessed is the season which engages the whole world in a conspiracy of love.—Hamilton Wright Mabie.



Office Being Erected for the Egly-Doan Grain Co., Ft. Wayne, Ind.

PREVENTING LEAKS IN GRAIN SHIPMENTS

By John Dower



Next in importance to the conservation of human life should rank the economic safeguarding of products of the soil. "A Bushel saved is a Bushel made" would be an appropriate and inspiring slogan to prompt all who are interested in the practical handling of grain.

We, who are in a position to observe the condition of cars on arrival at terminal markets, realize the necessity of systematic and efficient cooping of cars.

We note that cars when burlaped or paper lined seldom show any evidence of leakage provided the burlap or paper is applied in a proper manner. Sometimes we find the material is laid over the floor cracks and open spaces without being covered with board or cleat. This is a wrong method. We have had instances where grain thieves located cars that are cooped in this manner and get what they wanted by pushing a stick through the opening. While the lining of cars with burlap will practically prevent leakage, it is a temporary relief, a putting off as it were of the day for better equipment.

A great deal has been said about the leakage of grain from cars—who is responsible and how to prevent it—but discuss it as you may it will always revert to the primary cause—*defective cars*, and while the question is ancient it is one of the most expensive and vexatious the Railroad and the grain trade has to combat. I dare say that away back in the last century about the time the first car of grain was loaded and shipped some fellow made a claim for shortage on account of a leak at the king bolt or side sill.

Comparatively speaking the percentage of grain leaks is much greater today than it was thirty years ago. The new grain car while much improved in style of construction and durability is not as capable of carrying the increased tonnage as the 15 ton cars of pioneer days, this being partly due to light loads then carried, and in a measure to the manner in which cars were coupled with the pin and link used at that time. Nowadays, it is unnecessary when coupling to have a man between the cars as they run together, consequently there is not the same cautious handling of former years and frequently cars are run on gravity tracks at considerable speed when trains are broken up and switched in terminals. This no doubt is the cause of parts of cars buckling—coming within the category of rough handling and consequent leakage. Knowing conditions and modus operandi of handling cars while in transit—being on the firing line as it were—we feel that too much cannot be said on this important subject and a reiteration of many points will serve to call attention to shortcomings such as defective cars and scales, a lack of proper system and insufficient coopeage.

THE LOSS OF GRAIN from cars while in transit is an absolute waste and for the reason that it lacks staying qualities it cannot even be said that it makes a good binder for a road bed. The first question no doubt that comes to mind when grain is seen scattered along a railroad track is as to the probable loser; at first glance it would seem that the carriers are the only ones to suffer, but after giving the matter further consideration it looks very much like some shippers pay for a large percentage of it and more especially those who are unable to show correct weights at their end of the line. *Moral*—Cooper well your cars, make them grain tight, install correct weighing facilities and see that proper attention is given them.

It is absolutely necessary that a physically sound car be used if a shipper expects to get returns for the full amount of grain he loads. You would not send a man with a broken limb or otherwise physically incapacitated on a journey or to perform a service of which he is incapable—then why load an infirm or defective car? The burden of furnishing sound equipment rests with the railroads whose duty it becomes to deliver safely to destination the full amount of grain loaded, and while it is apparent that the carrier is responsible to a great extent, the shipper must not lose sight of the fact that he

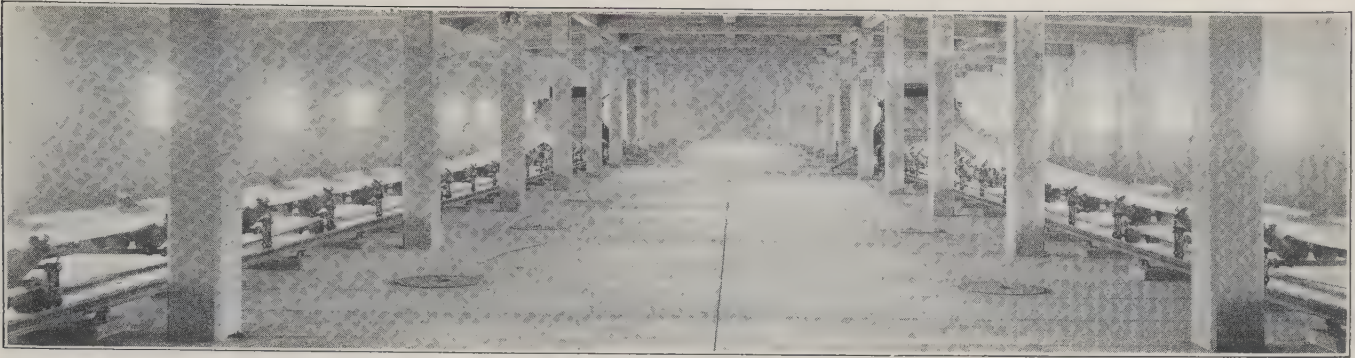
too has a duty to perform, and when he accepts a car for loading on account of the exigency of business he should to the best of his ability make such necessary improvement in its physical condition as to insure its contents against leakage.

PERIODIC INSPECTION OF SCALES is very essential to correct weights and constant watchfulness is required if you will know the exact status of your scale at all times. Many, without their knowledge, are using scales defective and unfit to use for various reasons, a very common defect in the scale is caused by hanger weights being light from abrasion; this condition will make immediate inroads on the bank account of shippers who use their intake weights to determine their final out-turn, in other words they pay for more than they receive, and frequently they charge their apparent loss to terminal weights. It is somewhat gratifying to observe some improvement in the equipment being furnished at the present time and also to note considerable activity on repair tracks adjacent to railroad yards, however *the necessity for using good cars* cannot be too strongly emphasized and I would suggest that when cars are adjudged unfit for bulk grain that the words "NOT FIT FOR BULK GRAIN" be stenciled on both sides of car so that a shipper would know without any further inspection that such cars would not be safe to load. Under the present system cars are carded unfit, but it is an easy matter to pull off such cards. However, such would not be the case where the words are painted on sides of car.

Considerable thought has been given to the improvement of rolling stock for grain carrying purposes, but as yet the ideal car which would absolutely prevent loss of grain has failed to materialize, not even a satisfactory grain door that will withstand the wear and tear of every day usage has been evolved from the brain of the master mechanic, or the man of ingenious turn of mind, and this is all the more surprising when we look around and observe the giant strides made in all other industries of the commercial world.



Belt Conveyor and Suspended Concrete Bin Hoppers in Lower Floor of Maple Leaf Milling Co.'s Elevator at Port Colborne, Ont. [For description see facing page.]



Floor over Storage Bins, Showing Concrete Roof Construction.

NEW ELEVATOR AND MILL AT PORT COLBORNE, ONT.

In the development of the agricultural resources of western Canada one of the most important factors has been the adaptability of the virgin soil for the production of the finest qualities of hard spring wheat. With the extension of new railway lines has come a surplus of this raw material for the milling industry, which the older established plants had not the capacity to handle.

Having fifty grain elevators in western Canada and flour mills at Kenora, Ont., Brandon, Man., Thorold, Ont., St. Catharines, Ont., and Welland, Ont., the Maple Leaf Milling Co. found its trade expanding so rapidly that a considerable increase in the flour output became necessary to meet the demand. Accordingly the new mill at Port Colborne was erected. Two factors, power and transportation, determined this choice of location. Niagara Falls, with its unlimited water power, is distant only a few miles, and nearer still is DeCew's Falls, where electrical energy is generated for the new mill. In transportation Port Colborne is absolutely independent of the railways. The largest steamships from the upper lakes discharge wheat at the elevator dock with 23 feet depth of water. Altho the rail rate on flour for export is 11 cents per hundred against 6½ cents per hundred on wheat, the milling company is in position to ship by water to Montreal.

The present capacity of the mill at Port Colborne is 4,000 barrels daily. The mill building and elevator is 600 by 60 ft., and 7 stories or 125 ft. high. The walls are of reinforced concrete and the interior frame of the mill is in fir timber and all floors hardwood. The motor room is 34x60 ft. with interior frame of steel. The warehouse building is 72x425 ft., 3 stories high, of timber, metal clad. The floor space of mill and warehouse is nearly five acres. Exclusive of foundations there was required 17,000 barrels of cement and 450 tons of steel reinforcement. The plant is built on an immense concrete and rock pier with a dock frontage of half a mile. Including its elevators in the west the company has storage capacity for 4,500,000 bus. of wheat, and its 6 mills have a total daily capacity of 17,000 barrels per day.

The electric current generated at the Falls is carried on a

private line across country at the high pressure of 22,000 volts, and reduced in the transformer house by means of four 8,000 kilowatt transformers to a pressure of 550 volts. At this pressure current is supplied to each motor in the plant, every machine having its individual motor.

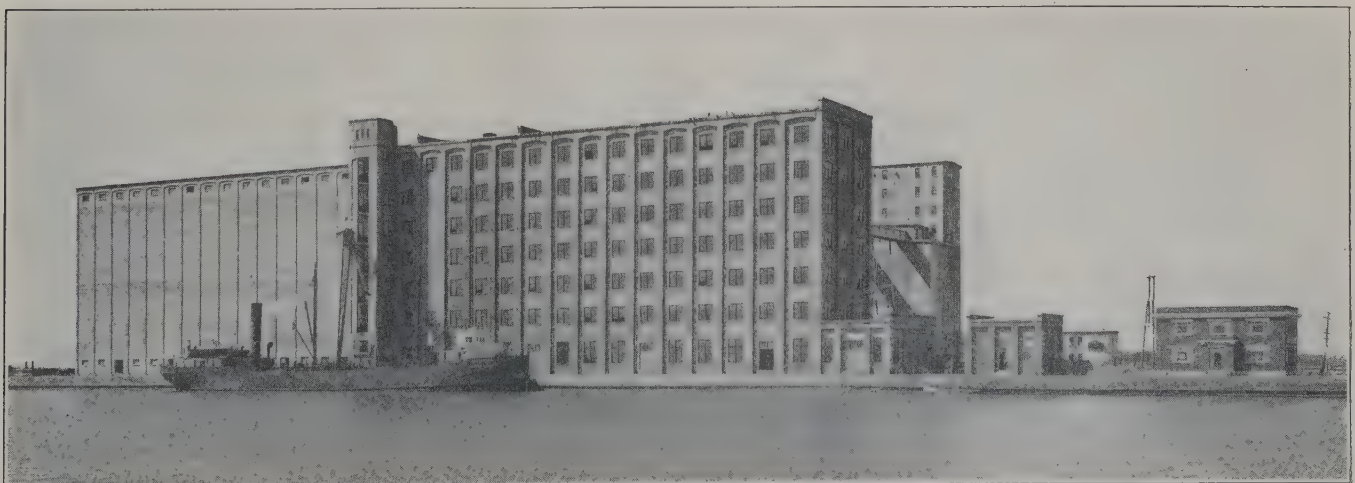
THE GRAIN ELEVATOR is 60 ft. by 220 ft., with a capacity of 850,000 bus. It is all of reinforced concrete construction and absolutely fireproof. This building is said to represent the very last word in concrete elevator construction. The design is the acme of simplicity, yet the effect is very bold and the appearance one of great durability.

The 60 bins are arranged in 4 rows of 15 each, all 14 ft. 6 ins. square and 90 ft. deep, elevated upon massive concrete columns and girders, with the concrete hopper bottoms all suspended from the girders as shown in the engraving herewith.

The bins are covered with a concrete floor and the entire roof structure is of reinforced concrete. In this cupola the forest of combustible spouting commonly found in large terminal elevators is absent. Its place is supplied by two 38-inch rubber conveyor belts, with traveling trippers which discharge the wheat into the bins. This floor over bins is shown in the engraving herewith. On the lower working floor are two 30-inch conveyor belts for drawing wheat from the bins.

The machinery equipment of the elevator consists of one marine leg with an elevating capacity of 25,000 bus. per hour, three elevator legs each of the same capacity, three 2,000-bu. hopper scales. Automatic scales supplied by the Richardson Scale Co., and a number of receiving and milling separators and scourers for flaxseed and wheat, supplied by the Invincible Grain Cleaner Co. It is the intention to increase the capacity of the elevator by the addition of 40 more bins, making a total of 1,600,000 bus.

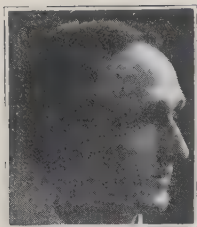
All of the buildings of this splendid plant were erected under contract, by J. H. Tromanhauser. The work of installing the machinery was supervised by J. S. Barker, who has been employed by the milling company for years as mechanical superintendent. Three hours after starting the machinery the plant was turning out flour up to grade. It has since been running at full capacity and no change has been found necessary in the equipment.



Grain Elevator and Mill Building of Maple Leaf Milling Co., at Port Colborne, Ont., as Seen from Lake Erie.

THE RESHIPING PRIVILEGE

By Chas. D. Jones



From all available information, the Interstate Commerce Commission has had nothing to cause it so much trouble since its creation by Congress as the so-called "Reshiping Privilege."

No reader of this Journal will need protracted explanation as to what this privilege really is. It has been often rumored that the Interstate Commerce Commission was really opposed to the principle involved in reshiping, which has been extended into the handling of

traffic of every conceivable kind involving commerce in this country, but the serious problem with the Interstate Commerce Commission has apparently been, how to get around this principle without creating a chaotic condition in traffic affairs.

INVESTIGATIONS by the Interstate Commerce Commission have proven beyond a doubt, that from the Atlantic to the Pacific and from the Great Lakes to the Gulf, that reshiping of all kinds of commodities as practiced at the time investigations were made, resulted in the cutting of established through rates. The fact that this was possible seemed a good argument for its discontinuance, but no traffic man has ever been found, regardless of his years of training in that line of business, who has massive brain enough to devise a rate basis which would meet the situation as does the system involved in reshiping. By this, I mean to cast no reflection upon traffic officials' minds, for they certainly belong to the most intelligent class of men connected with this great commercial country. The great trouble lies in the fact that railroads have been built and millions of dollars' worth of enterprise have been built, based on the principle and theory of protecting the through rates "from all points, to all points, through all points." Strictly speaking, this expression is not literally true, but does apply where the movement of any commodity enjoying the reshiping privilege is in one general direction.

To disturb this rate making basis would mean the placing of these millions of dollars' worth of investments on a very different basis from that contemplated when the investments were made and in many instances, practically would mean confiscation.

It is my honest opinion that the reshiping privilege cannot be declared illegal and that properly policed, the integrity of through rates can be maintained. As a matter of fact, the violation of these through rates today has been practically minimized.

ACCEPTING THE SITUATION at this state, the great problem confronting the Interstate Commerce Commission seems to be where to stop the practice. In other words, shall it be extended? Some people wiser in the knowledge of the Commission's ideas than I am, seem to feel that it, being at heart opposed to the reshiping privilege, does not wish to see it extended; and certainly the railroads themselves in many cases are adverse to its extension, but the great controlling power in this grand country of ours today seems to be, and I think wisely, the "square deal" for all, and so the question arises that if the people of one locality, say one city if you please, enjoy the reshiping privilege, can it be denied to people similarly situated in another locality? Any fair-minded man would answer this question by saying no; but then the great question arises as to what is a similar situation. In the now more or less well known case of Atlanta et al vs. Nashville, the Nashville, Chattanooga and St. Louis Railway and the Louisville and Nashville Railroad et al. this very question of similarity is the controlling question on which the case must be settled.

I may be biased on account of personal interests, yet, I cannot conceive of any similarity of conditions where one city has water transportation, which is always a rate making factor, and another city which is deprived of that in its location.

ALL TRAFFIC MEN recognize the fact that in every line of business, it is necessary to have markets of accumulation, and in order to accumulate any commodity and afterwards distribute it, the narrow margin of profit necessitates the distribution on through rates. To undertake to make every locality, every city or every town an accumulative market and burden the railroads or Government with the enormous work of policing the system at so many points, would entail such a heavy expense as to necessitate either an advance in the rates on the part of the railroads to earn increased revenue or if the Government should undertake it, it would mean a heavy draft upon Governmental resources.

All these things considered, I can but feel, that the Interstate Commerce Commission will finally adjust itself to these conditions and authorize the reshiping privilege at such points, scattered throughout the United States, as from time to time demonstrate that such points have become necessarily accumulative and distribution markets.

10TH ANNUAL DINNER OF WEIGHING DEPARTMENT.

The 10th annual dinner of the weighing department of the Chicago Board of Trade was held at Hotel Sherman on the evening of Dec. 16th. After the invocation by Deputy Weighman Geo. L. Metcalf, a splendid menu was served.

When the chairs were pushed back and cigars lighted, Weighmaster H. A. Foss arose, and was greeted with prolonged applause. When silence finally reigned, Mr. Foss expressed pleasure in having the department together again, and stated that never before had it succeeded in doing so much, never before had it done so many big things, and he gave credit for the possibility of these reforms to the harmonious co-operation of the railroads.

Deputy W. I. Saunders welcomed the guests of the evening, and told of the progressives. From his address we take the following:

As Deacon George Metcalf would say, Mr. Foss is a hell of a good fellow to enable us grain weighers and car inspectors to gather together each year and break bread with him, and with the members of the weighing and custodian committee, and other directors and officers of the Chicago Board of Trade, and with many of our friends, and with each other; and we appreciate it from the bottom of our hearts. What pleases us most of all is that we see the same smiling faces, the same genial people among our guests year after year. They must like to come, and I assure them that it gives us exceeding joy to have them here. Friends and guests, in behalf of the boys of the weighing department of the Chicago Board of Trade, I bid you a hearty welcome.

And look at the grain papers, how they are helping this progressive era along. What would the grain trade do today without these well managed papers, continually acquiring and disseminating valuable commercial and economic information. It is these fountains of knowledge that promote uniformity in the customs and usages of merchants. We all feel honored that some of the leading grain paper representatives are with us tonight. I had prepared a few jocular remarks about them, but I was restrained by fear of what Hogan calls "the power of the press."

Harry A. Wheeler, president of the Chicago Commerce Ass'n., expressed gratification at being able to attend the dinner, because he had heard so much of the good work being done by the department; of the fidelity of the members, and the results of their efforts to bring about an era of better things. "The more I learn of what the Board of Trade is doing for Chicago, and the promotion of its trade, the higher it rises in my estimation. Surely it has established the grain trade upon a higher plain. I wish to impress upon you the fact that real worth in a person, that is his value to society, does not consist in his wealth, not in his possessions, but in his work. Your great success in working new reforms should encourage you to attempt still greater improvements in business methods and practice."

Deputy Walter Felt, in a well prepared address, contrasted the methods of handling grain in Chicago in 1839 with those in Chicago today.

Deputy Duncan Boden told of the shortcomings of the department, and was immediately presented with a copy of Mother Goose Rhymes, from the members of the department, by Deputy Geo. L. Metcalf, who accompanied his presentation with a scathing roast of poets.

Otto Schmidt's trombone solo, in which he was accompanied by the Deputy Weighmaster's orchestra, won loud applause.

Deputy Duncan Boden presented Deputy Thomas Jeffries, in behalf of the department, with a little watch, chain and charm,

weight about 50 lbs., as a reward for the most meritorious worker of the year.

Ex-President Hiram N. Sager was deeply touched by the requests of the deputies to hear from him. He said "These annual banquets are the bright spots in the oasis. I get much out of them, and the pleasure of the annual gatherings remains with me. I get good out of them, and I feel you must profit from them. I think it is worth while that the Board should give these annual dinners. Money is not everything. I think the satisfaction of better service alone fully compensates. These dinners make for more complete co-operation, higher ideals, better service and mutual helpfulness. These occasions have been to me a source of inspiration, and I feel they must be to you. I hope these uplifting meetings of the department may always be continued."

Chester Arthur Legg commended the department for its



Different Views of John C. Rouser, Who Attempted to Get Money from Chicago Receivers by Forged Bs/L.

great work, its reputation for careful, reliable weights. He said "It should be your pride as it is your honor, to be a member of the Chicago Weighing Department, and so long as your chief is spared to you, I feel sure this department will go forward to larger and greater things."

Edward Andrew, of the Weighing Committee, acknowledged in behalf of the guests the telegram of welcome and good wishes from the employes of the Department, and thanked them.

Among out of town dealers in attendance were Lee G. Metcalf, Illiopolis, S. W. Strong, Urbana, Geo. W. Cole, Bushnell, H. A. Hillmer, Freport, Ill.; Chas. B. Riley, Indianapolis, Ind.; Geo. A. Wells, Des Moines, Ia.

B/L FORGER NEATLY CAUGHT.

An attempt to defraud several Chicago Board of Trade firms by means of forged Bs/L was neatly nipped in the bud Dec. 14 by the arrest of the author of the spurious bills at Kansas City.

Somers, Jones & Co. received a letter from "L. W. Lee" inclosing a B/L for "a car of hard winter wheat" from Lawrence, Kan., with a request for a remittance of \$700 on account, by check or draft. R. W. Buckley of the firm discovered that other Chicago firms had received similar notices of consignment, among them being J. E. Bennett & Co., J. H. Dole & Co., W. A. Fraser Co., J. Rosenbaum Grain Co., and J. A. Edwards & Co. Following is the letter verbatim:

Kansas City, Mo., Dec. 12, 1911.

James B. Bennett & Co.,
Chicago, Ill.

Gentlemen:—

I take the liberty of consigning you a car of hard winter wheat, hope you will not be offended. Your market seems to be considerably higher than ours at present on this grade of wheat.

If this sells for 97 I will have about 5 more cars to ship. Who is your wheat man?

I am inclosing C. B. L. on this car and ask that you send me your check or N. Y. draft for \$700. If this is not satisfactory please wire me and I will make other arrangements. What is your opinion on May corn. Yours truly,

L. W. LEE.

On the letter head was printed "L. W. Lee. Grain Dealer. Lawrence, Kan." Lawrence, Kan., has been stricken out with pencil.

Inquiry by telegraf to Lawrence, Kan., developed the fact that "Lee" was unknown, and that no Bs/L for wheat had been issued recently. The Santa Fe officials, over whose road the B/L read, pronounced the documents forgeries.

The grain commission firms got into communication at once with Post Office Inspector Stuart, and the latter, to head off the certainty that the newspaper men to whom the grain firms had given the story at the same time, would frighten the quarry, instead of using the telegraf, called up Kansas City on the long distance 'phone at his own expense. Acting on his instructions Inspector Frank F. Sharon and Inspector in Charge J. P. Johnston made the arrest in the record time of 40 minutes.

"Lee" was found by Sharon at a rooming house, 1035 Penn street, Kansas City. He had all his belongings packed to leave at a moment's notice. A rented typewriter was in the room. He had left instructions with the telegraf companies to deliver all messages at that address.

When arraigned before U. S. Commissioner Thomson, "Lee" pleaded not guilty and was held in default of \$2,000 bail. A stranger in the city, the court aided him in the selection of an attorney, Albert E. Martin. At first "Lee" refused to disclose his identity, the initials "J. C. R." on his suitcase and hatband indicating an alias.

Later he admitted himself to be John C. Rouser, born at Sewickley, Pa., a horticulturist by profession and 27 years of age. He is 5 ft. 9 inches tall, of slender build and 140 lbs. weight. He has a sallow complexion and chestnut hair. Of the three poses reproduced herewith one is a snapshot taken in the courtroom.

If the Denver grain receivers who were victimized recently by a B/L forger can identify Rouser as the man they are requested to communicate with the post office inspectors.

Rouser admitted that prior to 1893 the Rouser family lived at Grenola, Kan., removing to Pennsylvania after the father's death. From Chicago Rouser went to Montana to study horticulture and hot grain and produce for an eastern house, and a few years ago entered the employ of the Fruit Growers Ass'n of Payette, Idaho, by whom he is still employed. His designs against the bank accounts of the Chicago firms were planned as part of his vacation trip.

His scheme he declares was legitimate. With part payment on one car of wheat he intended to buy two cars one of high and one of low grade, mix both and sell at a profit. He denies he would have attempted to get away when the draft or check arrived.

Here's to a cure for every ill!
Here's to receipts for every Bill!
Here's to a smile for every Tear!
That's the receipt for a glad New Year.
—John Kendrick Bangs.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

GRAIN TRADE RELATIONS OF UNITED STATES AND MEXICO.

Grain Dealers Journal: We would like to have a discussion of our trade relations with Canada and Mexico, covering the tariffs on grain and methods of handling the business.—Early-Ramey Co., Brownwood, Tex.

CAN LANDLORD RECOVER FROM DEALER UNDER INDIANA LAW?

Grain Dealers Journal: I understand that the landlord, if receiving cash rent, can make the buyer of grain pay the rent if the renter does not pay; but even if the landlord notifies the buyer not to pay the renter, can the landlord hold the buyer unless he can identify the grain?—John C. Young, Whiteland, Ind.

SHRINKAGE OF OATS IN TRANSIT.

Grain Dealers Journal: What are the prevailing customs as to shortage on oats in carlots; that is, the per cent of shrinkage for new oats and the percentage on grain which has been in the bin for a few months?—P. R. C.

Ans.: No custom has been established for the shrinkage of oats in carlots or otherwise. Oats, perfectly dry, when loaded into the car, do not shrink in transit, but may gain weight in a damp atmosphere. The gain or loss in weight during shipment depend entirely on the condition of the grain when loaded, the weather during transportation and the tightness of the car against leakage. This leakage varies with the care taken in cooping the car for loading and the recklessness with which train crews handle the loaded car. If the loss in weight is noticeable it simply proves that the car was in bad order or carelessly handled by the railroad company.

LOADING SHUD CONSTITUTE SHIPMENT.

Grain Dealers Journal: It has long been held in Oklahoma that the best evidence of shipment being made in contract time was the date of the bill-of-lading, and I fail to see how any other rule would apply so well. A man in the elevator business may have several stations beyond his home office, and to have a car pass his station at a certain time would be an impossibility owing to the fact that the railroad company sometimes does not take a car from the loading station for several days.

It has long been the custom in this country to consider shipment from any station within the specified time fulfillment of the contract, and I, for one, would not be in favor of making any change in that custom. The miller or the

broker buying grain for certain shipment should protect themselves at the time of making the contract, and make the time limit to suit their needs.

I think the principal trouble arising from the matter in question is the fact that a large part of the business is done through brokers, and they buy from each other and from elevator people in different parts of the territory. After the car is billed out on time, it is often the case that the buyer is greatly delayed in receiving the bill-of-lading on account of the many hands through which the car passes.

I, as a shipper, would vote to maintain the present rule in general use in Oklahoma.—Yours very truly, J. S. Hutchins, Ponca City, Okla.

CARRIER IS LIABLE FOR SHORT-AGE.

Grain Dealers Journal: I have read the Journal with interest for sometime and noticed particularly your comment on different cases. I have one upon which I would like to have you pass your opinion.

On July 18 I loaded 1,558.12 bus. of No. 2 yellow corn in 12016 M. St. L. on the C., R. I. & P. track at this place and shipped same to the S. C. Bartlett Co. at Peoria. When I received returns there appeared to be a shortage of 77.48 bus. I took the matter up with the Bartlett Co. and upon investigation found this car had been left for eighteen days around the yards before it was unloaded by the Woolner Distilling Co. When inspected car was reported in good condition and no leak discovered. I had the commission firm make claim for the shortage, but claim was rejected because the car was reported sound when unloaded.

Mr. Battles, C., R. I. & P. gen. agent at Peoria, made the report, rejecting the claim and presuming that the shrink was due to scaling at one end of the line.

The situation is simply this: I bot and paid for 77.48 bus. more corn than I received payment for. I sent a copy of my scale book, giving gross, tare and net weight of each wagon load that went to make up this load. It does seem to me that some one is liable for the loss of my corn.—Yours respt., W. C. Williams, Wady Petra, Ill.

Ans. Railroad company is liable for loss of your corn. See Illinois statute published in Grain Dealers Journal for Dec. 10, 1911, page 848, bottom of third column.—Ed.

CREDIT IN DEMURRAGE FOR PROMPT UNLOADING?

Grain Dealers Journal: In reply to H. Cook & Co., of Dillsburg, Pa., asking in this column Jan. 10 whether shipper can take credit of time on a car that is unloaded previous to the allotted time of 48 hours, as against overtime on a car, I would say that this Commission is governed, altho not bound, by the car service demurrage rules adopted at the 21st annual convention of the National Ass'n of Railroad Commissioners.

This instance comes under Rule 9, average agreement, by which a credit of one day is allowed for each car released within the first 24 hours of free time. At the end of the month the number of such credits are deducted from the number of debits on account of cars held over 48 hours free time. To avail himself of this system of credits the shipper must have previously made application to the railroad company and signed what is known as the

"Average Agreement."—A. B. Millar, sec'y Pennsylvania State Railroad Commission, Harrisburg, Pa.

WHAT ALLOWANCE FOR CLEANING AND COOPERING?

Grain Dealers Journal: Will the C., M. & St. P. Ry. Co. allow grain shippers the expense of cleaning and coopering cars for grain, when shippers furnish coopering material? If so, with what department are claims filed?—Bonges & Hatten, Cedar Point, Ill.

Ans.: This company, as well as all other western roads, does not pay shippers for grain door lumber and car coopering. We keep a supply of door lumber at all stations and shippers are not required or permitted to cooper cars. Our station agents do the coopering or hire it done. We will not entertain a claim by shipper for material used in coopering.—C. A. Butler, of C., M. & St. P. traffic dept., Chicago, Ill.

Leaking in Transit

Grain dealers can help brother sufferers in collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for publication the initials, number, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Penn. 11856 came into Boyd, Minn., from the west Dec. 21, leaking badly on side, post broken; between 6 and 8 bus. leaked out here before discovered; car patched and set out here for orders.—A. E. Ahre, agt. Eagle Roller Mills Co.

C. & E. I. 15 passed thru Medora, Ind., Dec. 13, leaking wheat badly.—Medora Mill Co.

Soo 2400 was placed on side track at Eden Valley, Minn., Dec. 12. It showed a leak at drawbar and end of car was damaged.—F. R. Durant, Minneapolis, Minn.

Soo 19334 was badly damaged at Enderlin, N. D.—F. R. Durant, Minneapolis, Minn.

C. & N. W. 93618 passed thru Pender, Neb., leaking corn at corner of car. Had no time to repair car as train left too soon after I discovered leak.—R. P. Mason with Holmquist Grain & Lbr. Co.

U. P. 73237 or 72337 passed thru Ackley, Ia., Dec. 5, going south on Iowa Central R. R., and leaking small stream of barley at door.—Fred E. Trainer of J. C. Lusch & Co.

Wabash 51931 passed thru Yetter, Ia., Nov. 30, leaking yellow corn badly at east end. Tried to have train crew set it out for repairs but did not do so. This car was picked up at Klerim, Ia.—A. A. Goff, mgr. Farmers Grain Co.

G. N. 3194 passed thru Hope, N. D., Nov. 20, containing wheat and showing a side and corner leak also one seal broken.—F. R. Durant, Minneapolis, Minn.

W. & S. F. 86132 passed thru Garske, N. D., Nov. 20, leaking flaxseed.—F. R. Durant, Minneapolis, Minn.

N. P. 28549 passed thru Eckelson, N. D., leaking over drawbar, could not make repairs.—P. E. Knudson, mgr. Eckelson Farmers Eltr. Co.

Southern 18517, drawn by the local, stopped at Odell, Ill., Nov. 18, leaking white corn badly thru a crack in side of car. We nailed a board over the crack and stopped the leak.—Gulshen & Wolf.

N. Y. C. & H. R. 92251 passed thru Raub, Ind., Nov. 15, leaking wheat at ends and sides; did not stop here.—Jordan & Evans.

Q. 26400 leaked oats at end door at New Windsor, Ill., Nov. 14; reported by our Mr. A. J. Rowland.—W. P. Anderson & Co. by W. P. A., 329 Sherman St., Chicago, Ill.

C., B. & Q. 25024 passed thru Hinton, Ia., Nov. 8, northbound, leaking winter wheat over drawbar. Train did not stop long enough to fix it.—W. H. Glover, agt. Thorpe Eltr. Co.

Obtaining Accurate Weights.

[From an address by Geo. B. Powell, Chief Inspector and Weighmaster at Omaha before the Co-operative Elevator Managers Ass'n.]

The problem of weights has been a live topic for discussion for many years in the grain and stock business, and seems to enter into the profit and loss part of your books at all times. I can see the atmosphere clearing, the light of right is clearer now than twenty years ago. In those days many of the loading stations were without scales in their elevators and consequently relied entirely on the terminal weight. Time has improved the facilities at country stations and a great many now have accurate hopper scales. Then again in the gradual improvement of the world in general, Boards of Trade and Exchanges have been established and good will together with competition have necessitated safeguards around the weighing of grain, to the extent that confidence and a better feeling exists.

But even with this constant watch which is exercised over the scales, the direct problem of a weight holding out from one point to another is just as dark now as it was years ago. We have very careful supervision of our scales and still we are confronted with some cars not holding out within a reasonable amount when we load and ship to other markets.

During the past year a general checking plan was suggested and carried out between terminal markets. Cars were specially coopered and a double check taken of the weights. This special report followed the cars to another point and a similar examination was made there. The scheme did not prove very much. We found the shortages running from small to excessive amounts. This was not alone at Omaha, but at all the terminal markets. Cars having the least shortages would often show physical defects at many places while those with large differences would not disclose any physical defects.

At a conference called by H. A. Foss, Board of Trade Weighmaster at Chicago, of his department, a paper was read by Assistant Weighmaster Schuyler. I find his list of reasons for shortages in the Nov. 10th number of the Grain Dealers Journal, page 705. It includes, "Shortages Caused by Leakage; Shortage Due to Inaccuracy; Shortages Due to Theft of Grain During Transit; Failure to Pick up Spills During the Loading of Cars; Leaking of Car

Spouts, Moisture and Heat in Grain, Leaking Garners; Knocking off Grain Door Boards when Inspecting and Sampling Grain."

In addition to these reasons I know of one of importance which has been overlooked. In the manner of sealing cars, many stations are using what is called the station seal, always the same number. For instance, seal 2215 would be used from day to day throughout the year. Shippers have told me of cars that were pilfered after being loaded and sealed. Someone would obtain one of these numbered seals and after stealing the grain would reseal with the same numbered seal. One shipper told me of a conviction made where he bot a load of his own grain. Seals of this kind are not as good as cord of a certain color and as the price of consecutively numbered seals with the shipper's name embossed on them, amounts to about one-half cent per car, I cannot see how a live, conservative Company would do without them. One thousand seals cost \$4.00 and will last an average station over one year. Seal record is the first essential basis for investigation and for prosecuting a claim for shortage en route.

If a shipper has accurate weighing facilities, has a careful man to weigh the grain, will seal the car after loading, and then before closing his day's business, make a sworn affidavit to this weight and place the affidavit on file in his office, he need not worry in the least when he ships his grain to a terminal market where the railroads recognize the Board of Trade weights in collecting freight charges.

With the records of the weighing department together with his sworn affidavit made on the day of loading, the consignee will always file a claim for the shipper, and in many cases, the claim will be paid almost immediately. In cases of litigation, you have positive proofs and not guess work, and it is my opinion that you can receive upon loss of grain in exactly the same manner as in the loss of shoes or other merchandise.

If the railroads receipt for your weight and you know you are right, know the terminal weight is accurate, you should be paid for your loss. In all probability the loss occurred from one of the reasons before referred to.

In Omaha, we supervise the weighing of grain at fourteen elevators and mills, and in each, the scales are kept in the best possible condition. Of necessity, we must know that our scales are accurate, for our outgoing grain, flour and mill feeds are sold to go throughout the South and Southeast, the largest percent going to small points where the grain is unloaded without any chance for accurate re-weighing. If our merchants were not always careful with their scales, they would be liable to do an unprofitable business.

Our Exchange employs competent Tally-man to supervise the weighing and we use a ticket of our own design. The ticket which I have is a two draft car and is balanced by the pencil denominations of weights as against the automatic register of the actual weight. We have used this ticket for five years and know its value. Mistakes which happen in the usual run of business are discovered by comparison of the entry of the tally man with the mechanical impression. It is absolutely impossible to make a mistake in weighing grain in the hopper, and we have found many times that the two draft part of the ticket makes accurate entries of the small or second draft of the large loads. The double check at the scales is followed by

a check at the office with requests furnished by individual elevator companies. These requests are demanded by the railroad companies, and we act as the railroads' representative in checking for them the weights furnished by the elevator companies. The variations which occur thru clerical errors and otherwise give great value to our ticket and the double checking system. This whole system originated in Omaha, and we are still looking for new ideas.

Joint Car Inspection: Within the past few months, we have perfected a system of joint inspection with the railroads, of the leaking of grain and the physical condition of grain cars and grain doors. An inspector in authority for the railroad company and the grain man's inspector employed by the Omaha Grain Exchange sign in original and duplicate a report on the exact condition of the car and grain doors. Credit should be given the Union Pacific Railroad for its action in helping to perfect the joint inspection scheme. This joint inspection will be equally valuable to the shippers into the market and the claim departments of the railroads.

The new form of report was drafted to cover a complete analysis of the physical condition of the car, and should clear up all points which have been doubtful in the past.

In order to build up a grain center, it is necessary to give fair inspection and good weights to realize the highest comparative market values and to reasonably and accurately figure discounts on off-grade grain between consignor and consignee. Omaha has become a great grain market by practicing equal rights in all the essential points necessary to steady growth of a grain center.

MARKETS FOR SAMPLE Grain on Track.

The most striking event in the cash grain market during the past two weeks was the advance in the price of No. 3 spring wheat at Minneapolis from 93½ on Dec. 11 to \$1.02 on Dec. 19. This advance in the price of No. 3 was accompanied by a rise in other grades of spring, but only 4 cents in the May future to a close of \$1.07½ Dec. 19. Thus the cash article advanced more than twice as fast as the future. The falling off in receipts at Minneapolis has been influential in the rise of price, the arrivals for the week ending Dec. 22 having been 1,568,000 bus., against 3,398,000 bus. wheat for the preceding week.

At Chicago No. 3 spring wheat advanced only from 98½ Dec. 11 to \$1.00 Dec. 19; thus shippers in Minneapolis territory who for some months past have found the Chicago market attractive will be able to market spring wheat nearer home to good advantage. The price of No. 2 hard winter wheat at Chicago on track during the past two weeks has hugged the May future closely, standing Dec. 22 at an average of 98½. No. 2 red winter on track is about one cent higher per bu. than 2 weeks ago, at 95½.

Daily Closing Prices.

The closing prices of wheat and corn for May delivery at the following markets during the past two weeks have been as follows:

MAY WHEAT.

	Dec. 9	Dec. 11	Dec. 12	Dec. 13	Dec. 14	Dec. 15	Dec. 16	Dec. 18	Dec. 19	Dec. 20	Dec. 21	Dec. 22
Chicago	97½	96½	97½	97½	97½	99	98½	99½	99½	99½	98½	98½
Minneapolis	103½	103½	104½	105½	104½	106½	106½	107½	107½	106½	106	105½
Duluth	103½	102½	103½	104½	104½	106	105½	106½	106½	106	105	104½
St. Louis	97½	97½	97½	98	97½	98½	98½	99½	99½	99½	98½	98½
Kansas City	97½	97½	97½	98½	97½	99	98½	100	99½	99½	98½	98½
Toledo	99½	98½	99½	99½	99½	100½	100½	101½	101½	101	100½	100½
New York	102	101½	102½	102½	101½	103½	103½	104½	104	103½	102½	102½
*Baltimore	93	92½	92½	93½	93½	93½	94½	95½	95½	95½	94½	93½
Winnipeg	98½	98½	98½	98½	98½	99	98½	99½	99½	98½	98½	98½
†Liverpool	104½	104½	104½	104½	104½	105½	105	106½	105½	105½	105½	105½
‡Budapest	130½	130½	129½	129½	129½	129½	129½	129½	130½	130	129½	129½

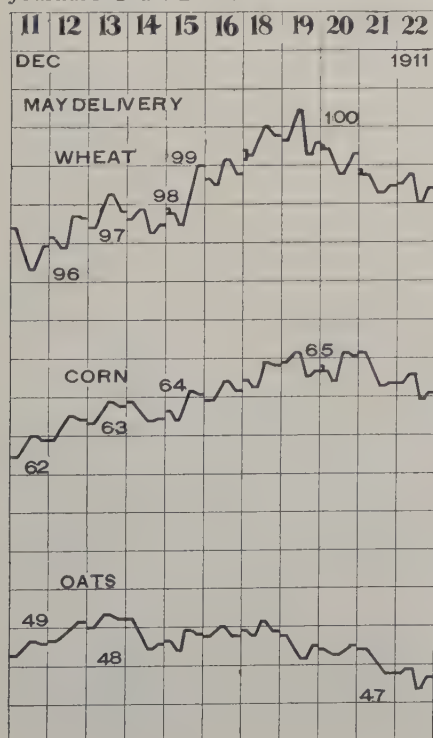
MAY CORN.

	Dec. 9	Dec. 11	Dec. 12	Dec. 13	Dec. 14	Dec. 15	Dec. 16	Dec. 18	Dec. 19	Dec. 20	Dec. 21	Dec. 22
Chicago	62½	62½	63½	63½	64	64½	64½	64½	64½	65	64½	64½
*Baltimore	66½	66½	66½	67½	67½	68	68	68½	68½	69½	68	67½
Kansas City	62½	62½	63½	63½	64½	64½	64½	65	65	65½	64½	64½
†Liverpool	75	74½	75	75½	75½	75½	75½	76	76½	77	76½	76½

*January delivery. †March delivery. ‡April delivery. °February.

Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.



Christmas is a tuneful time,
With melodies from love's sweet lore;
With friendship's bells in tender rhyme
And kindness the orchestral score.
—Myrtle Dean Clark.

Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

GROWING TOO LARGE VARIETIES OF CORN.

Grain Dealers Journal: We used to purchase fifteen to twenty-thousand bushels of corn per day for glucose and distillery business at Pekin, Ill., and the one thing that I have been convinced of is that the people are trying to grow too large or late varieties of corn, especially in the northern half of the Corn Belt. The ears pile up in the wagon-bed and give the appearance of a large yield when the fact is that a much smaller amount of good, well matured corn would give greater returns to the manufacturer and even to the feeder, and for long shipments, it is practically out of the question to handle the large grained varieties of corn without first drying them artificially.

I doubt, however, whether the people of the United States will ever adopt the small, hard, flinty pop-corn types, such as are grown in the Argentine and in southern Russia. Those people grow it almost entirely for export and therefore they have to meet the shipping requirements, but the great bulk of our corn is grown for home consumption and only a small amount of the surplus from the farms of the United States goes abroad.

While, as I have said above, there is a tendency to grow varieties that are too large for even the feeding purposes, yet I do not believe that our farmers could afford to grow the small yielding, flinty varieties that are produced under the poorer methods of cultivation used in those countries that export the corn they raise. It will simply resolve itself into the artificial drying of all corn before it is loaded for export.—Yours very truly, P. G. Holden, Supt. Agri. Extension Dept., Iowa State College, Ames, Ia.

WINTER WHEAT AT A PREMIUM IN MINNEAPOLIS.

Grain Dealers Journal: Recent quotations from Minneapolis show that for the first time in the history of that market Nebraska and Kansas hard winter wheat is selling at a premium over No. 1 Northern Spring wheat.

It was only a few months ago when hard winter wheat was selling at five to six cents under spring and several years ago it was bringing a discount of eight to nine cents under. Every winter wheat raiser will no doubt be glad to hear that their wheat is now worth more money than any other wheat raised in the world and should be crowned the King of Wheats.

It seems that the quality of spring wheat is deteriorating and winter wheat is needed for blending to give it strength. Should the above conditions continue to

prevail it is a possibility that the milling center of the world would shift from the Northwest to the Southwest.

The consumer will probably ask the question why it is that he has to pay fifteen to twenty cents more for spring wheat flour over winter wheat flour when winter wheat is bringing two cents more per bushel than spring wheat in the Northwestern markets.—Yours truly, W. E. Hotchkiss, Hastings, Nebr.

ENCOURAGE FARMERS TO GIVE MORE ATTENTION TO SEED.

Grain Dealers Journal: The large receipts of wheat, flax and barley in the Northwest markets of late are at the expense of the Northwest. Not only on a commercial basis, but a seed basis as well. Already the call is going out for seed barley and flax. Not so much for seed wheat as the farmers of this locality are going to quit growing wheat and try the coarser grains and live stock.

It has been demonstrated in the last few years that this part of the state has arrived at the resting place so far as wheat is concerned. And farmers must adopt some means to replenish the land they have been robbing for many years. By using such crops as will tend to fertilize, and assisted by several good coats of manure they will in time put the land in a condition that they can occasionally raise a small field of wheat that will net good returns for labor and money invested.

The seed question is one of great importance in the Northwest, especially as to strength and cleanliness. When seed has been sown in one vicinity for years it becomes weakened and in consequence gives more room for wild oats and other obnoxious weeds to spring up and choke

out the weaker stools, thus lessening the yield of the product that is expected by the farmer. In time this leads to discouragement and despair. And then the Devil in the shape of all classes of weeds comes in and that farm is for sale mighty cheap. This seems to be particularly true of those localities where the farmers have not paid particular attention to the selection of their seed and the preparation of the seed bed.

In conclusion let me say, select only the best grains for seed and clean out all of the weak kernels and when the harvest comes your farmer patrons will get something for their labor and money invested.—A. L. Doeg, Lake Park, Minn.

REQUIRES FARMERS TO ACCEPT DESTINATION GRADINGS.

Grain Dealers Journal: The placard sent you shows how we are buying farmers' corn. It seems to be the only way in which we can safely handle new corn. Since the adoption of the moisture test, and the grading of corn in terminal markets, the grading is so uncertain that we are unable to tell what any given shipment will grade. Ofttimes a fraction of 1% of moisture will change the grading, and make a difference of from 2 to 3 cents in the price.

All of our farmer patrons do not take kindly to this method of handling new corn. However, it gives the farmer whose corn tests low a premium, while the farmer whose corn contains a large percentage of water gets all the grain is worth in the central market. We consider it fair and equitable. We have been buying corn by this plan for some time, and have had the placards posted about our elevators and offices, so that every farmer can readily understand just what kind of corn we are bidding on, and thereby avoid

NOTICE

The prices we offer are for good sound, dry grain that will grade No. 3, this being the grade we have to sell on all markets tributary to this territory. Therefore, all grain coming damp or with snow or ice and grading No. 4, or no grade, will be accepted at market difference for these grades at time of delivery.

The difference in price for these grades on the Chicago market to decide the discount.

P. K. WILLSON

Placard Posted by P. K. Willson of Clinton, Ill., in each of his Elevators.

misunderstandings.—P. K. Willson, Birkbeck, Ill.

WANTS STEEL TANK CARS FOR SHIPPING GRAIN.

Grain Dealers Journal: At a recent meeting of railroad foremen they passed resolutions advocating the use of steel cars for the shipment of grain, same to be something after the order of the steel oil cars now in use for the transportation of oil.

The writer advocated the use of such a car some years ago, as it would guard against the tremendous waste of grain along the rights of way of our railroads, which last year amounted to a loss to the shippers and railroads of at least 1/2c. per bushel. We have the records in our office to prove this statement. It is the biggest problem in the trade at the present time, and has been the biggest problem since the shipping of grain began. Taking the shortage as stated above as an average our firm alone has lost in 35 years of active business between \$250,000 and \$300,000 in short weight alone—probably 5% of which has been paid back by the railroads. Let us go for steel cars and have committees appointed by our different grain associations who will impress it on the railroads to act as quickly as possible and on all new equipment advocate the steel car.

Laws should be passed by our state legislatures amending the present laws regarding claims for shortages in grain, so that all such claims shall be deducted from the freight when and wherever such freight shall be paid. We had such an amendment introduced in our state legislature by Mr. Thos. Lyons of the house, and in our state senate by Mr. Logan Hay. Our state grain dealers' ass'n did not think enough of it to give it any material support, and so it was sidetracked. It is important, and not only should be acted

upon by our state legislatures, but also the interstate law should be amended, corrected or new laws passed covering the same points. Whoever has to foot the bill in such shortages, it amounts to a wastage which comes out of the pockets of producers, shippers, consumers or railroads. The steel car will come nearer delivering the goods than any other method, so let us push for steel cars of the oil tank construction or something similar.

Our experience in the shipping of grain is probably no different from the experience of other firms who have made this a careful study for years.—Yours truly, E. R. Ulrich & Sons, Springfield, Ill.

A RECORD OF GRAIN BOT.

IN USE BY WALTER A. PROBST.

Walter A. Probst, of Arkansas City, Kan., is using a very practical and convenient system for keeping record of grain bot. It saves time and labor over the books, and makes it easier to keep the books up to date. Mr. Probst originated the system, and finds it very satisfactory to himself and to his customers.

At the scales Mr. Probst uses the duplicating scale ticket book with the tickets numbered in regular order, and with his name stamped at the top of each ticket. It is hardly necessary, however, to number the tickets, because the date on the ticket will be sufficient guide in case it is necessary to compare the original with the duplicate. For each load of grain received he issues to the driver a scale ticket, which is a receipt in favor of the owner of the grain. As a record of this load he has an exact carbon copy of the ticket which bears the same number as the ticket issued.

All holders of unpaid scale tickets have the understanding that the tickets must be presented when settlement is made.

Shud a farmer lose a ticket, he must sign a receipt for the duplicate ticket to give assurance that there will not be a duplicate payment for this load of grain.

When a patron desires to settle he presents his scale tickets. Settlement is made direct from the tickets without referring to the record kept by Mr. Probst, unless a ticket is mutilated or looks suspicious; then it is an easy matter to look up the carbon copy of the ticket.

As a permanent record, of grain received, Mr. Probst has adopted the form illustrated herewith, which is a stub with check attached. The check is machine perforated so that it may be easily detached from the stub. The check and its stub are stamped with the same numbers.

When a patron comes in to settle, the desired data from each scale ticket is copied on the stub, in the columns headed Ticket No., Pounds, Bushels, Price, Amount. If any money has been advanced to the farmer, or he owes for coal, seed, etc., it is entered on the line "By Mdse." and deducted from the totals. All scale tickets are stamped "paid" at time of settlement. A separate check is given and stub made, for each kind of grain.

This method saves the time ordinarily required for filling out the stub of the check, for the stub in this case is the complete and permanent record of the patron's account. Mr. Probst keeps these stubs in a loose leaf holder until he desires to balance up his books, at which time the stubs are removed from the loose-leaf holder and placed in a post binder, in the order in which they are numbered, for which purpose there are two holes punched in the top of each stub.

In this post-binder it is an easy matter to refer to each patron's account, for Mr. Probst keeps an index in which each customer's name is entered. The number of each check issued to a customer is placed after his name in the index, so that every transaction with a patron may be traced by the number of the stub and check.

This method might be simplified somewhat by using guide-cards in the post-binder, indexed with the letters of the alphabet. Then patrons' accounts could be kept in alphabetical order, the separate index would be done away with, the work of indexing avoided, and all stubs pertaining to each patron would be assembled together.

To keep a record of the grain on hand, Mr. Probst totals the number of pounds shown on the carbon copies of tickets for all grain received that day. This he adds to the balance of the preceding day, from which he deducts the amount shipped out. By doing this he knows every night just how he stands with the world. By using this system a man will not let his book-keeping get behind. Every detail is kept up to date, and customers are pleased by the manner in which their accounts are handled, requiring but little time to settle.

An objection to this system is that the loose stubs are liable to add to the confusion which is found in many country elevators during the rush hours and some may be lost.

The crop shortage in Russia is estimated at 50,000,000 tons by the Free Economic society and a famine worse than that of 1891, when 800,000 died, is feared. Officials have prohibited the organization of relief parties, fearing political trouble, and scores are already dying of starvation.

Ticket No.	Pounds	Bushels	Lbs	Bushels	Lbs	Price	\$	C	Remarks
11025	3040	50	40						
11031	2970	49	50	100	10	812	81	14	
11032	3130	52	10	52	10	802	41	74	
TOTALS							122	88	
By Mdse.									
Balance Paid to act. Check 7231							25	00	
Shipping Coal									
Johns. Check							94	00	
							122	88	

Arkansas City, Kans., 191

To Mr. K. B. Jones \$94/00

DE. FOR ACCOUNT OF

Same

Gr. Col \$3.30

PAGE NO. 7486

MDSE. Mkt.

Missouri Pacific Elevator
Walter A. Probst
Grain and Coal Dealer

Arkansas City, Kans., 191

\$94/00

Dollars

By

To THE HOME NATIONAL BANK
ARKANSAS CITY, KANSAS

PAY TO THE ORDER OF

BY L. C. C.

The disadvantage of the Grain Delivery Book is that it doubles the work of the grain dealer, for it requires two

A permanent organization was recently effected by the American Linseed Co. in which John D. Rockefeller owns the controlling interest, to replace the temporary arrangement of a board of management created when Pres. McGeen resigned. Officers were elected as follows: Pres. and treas., Henry E. Cooper; vice-pres., Starr J. Murphy; executive committee, Henry E. Cooper chairman, Frederick T. Gates vice-chairman, F. R. Slauson, E. J. Brainerd and R. H. Adams members; gen. mgr., R. H. Adams. The number of directors was increased to 17 and F. L. Brainard, F. S. Elder, F. R. Slauson, E. H. Smith and E. C. Travis were elected to fill out the board and to replace Geo. F. Parker and L. M. Bowers, who resigned from the Board.

CANADA.

ILLINOIS

Chenoa, Ill., Dec. 12.—Corn grading No. 4, very damp but will be of good quality when it dries out. Farmers are not offering much grain. Nearly all the corn is husked; fully 95% of it is in farmers' hands. We are paying 54c per bu.—A. V. Dorman, mgr. Harrison Bros. & Dorman.

[illegible]

Column Headings of Facing Pages of Grain Delivery Book.

New Berlin, Ill., Dec. 21.—Corn about 90% shucked; mostly No. 4.—C. R. Taylor, mgr. Farmers Grain Co.

Chatham, Ill., Dec. 10.—Farmers cribbing bulk of corn, while that coming to market now is of very poor quality and some of it rotten. We fully expect to have some grade No. 3 after it dries out.—T. H. Maddox, mgr. Chatham Farmers Elevtr. Co.

INDIANA.

Clinton, Ind., Dec. 16.—About 80% of the corn is husked; weather too wet.—J. S. Henry, proprietor Clinton Grain & Feed Co.

Union Center, Ind., Dec. 14.—We have a very good crop of corn but it is not grading well on account of rainy weather. No wheat or oats back.—J. L. Johanni.

Brazil, Ind.—Farmers in Clay County declare that the present season is the most disastrous on the corn crop in twenty years. Fully 40 per cent of the crop is ungathered and much of it is rotting. Farmers estimate that not more than half the remaining crop can be gathered even under favorable conditions.—L.

As a rule Indiana corn is in the crib before Christmas but, according to reports from farmers in several counties, this has been the worst fall and early winter for corn gathering for many years, and it is now estimated that 40% of the corn in Clay and Knox Counties is still ungathered and losses are great. Fall rains made it almost impossible to drive over fields and husk corn. Farmers waited for dry weather or freeze which came only for a short time. Wind storms blew the corn down and the ears were embedded in mud, rotting the corn and causing great damage. Finally, to gather it, farmers hitched four horses to a wagon and hauled less than 20 bushels out in a load.—F.

IOWA.

Moulton, Ia., Dec. 11.—No grain to move, what we have was badly damaged by excessive fall rains.—R. B. Carson.

The annual report of Dr. Chappel, director of the government crop bureau at Des Moines, Ia., makes Iowa's corn crop 281,366,600 bus.; last year, 354,506,500 bus. Larger acreage this year; average yield, 22.9 bus. per acre. Oats acreage harvested, 4,660,500 acres; average yield, 25.7 bus. per acre; total yield, 120,208,300 bus.; aggregate value, at 41c per bu., \$59,285,403. Acreage of spring wheat harvested, 359,510 acres; average yield, 13.1 bus. per acre; total yield, 4,674,500 bus.; price per bu., 86c; total value, \$4,020,070. Acreage of winter wheat harvested, 200,762 acres; average yield, 19.7 bus. per acre; total yield, 3,959,000 bus.; average price, 93c per bu.; total value, \$3,681,870. Barley averaged 22.9 bus. per acre; total yield, 7,197,090 bus.; farm price, 90c; total value, \$6,477,381. Rye averaged 16.8 bus. per acre; total crop, 486,130 bus.; farm price, 79c; value, \$384,043.

KANSAS.

Frederick, Kan., Dec. 12.—Wheat crop short, average 5 bus.; about 5% in farmers' hands; growing wheat fair, 80% of normal; has been too dry; some fields badly blown out; just had good rain; corn almost a failure, not enough for local demand.—W. J. Straley & Co.

MARYLAND.

Middletown, Md., Dec. 21.—Farmers are selling wheat out rapidly. We have an excellent corn crop.—D. V. Beachley & Bro.

MONTANA.

Crow Agency, Mont., Dec. 18.—Wheat in Big and Little Horn Valleys excellent, 40 to 50 bus.; spring variety, very fine quality.—R. L. Schisler, miller, Government Mill.

MISSOURI.

Columbia, Mo., Dec. 9.—The 1911 corn acreage for Missouri was 7,554,242 acres, yielding 191,334,220 bus. or an average of 25.3 bu. per acre, compared with an acreage of 7,795,785 acres, yielding 252,472,100 bus. at an average of 32.4 bu. per acre in 1910. The wheat yield for 1911 was 32,189,793 bus. with an average of 15.5 bus. per acre against 22,001,890 bus. at an average of 13.2 bus. in 1910; the fall seeding was 2,041,259 acres compared with 1,931,242 acres seeded in the fall of 1910; the fall army worm has injured the growing wheat and a severe cold spell has given it a setback. The total oats acreage in the spring of 1911 was 1,143,753 acres, but only 529,188 acres or 46% was cut and threshed, the balance being used for hay and pasture on account of poor quality; the total yield was 9,195,238 bus. making an average of 17.3 bu. per acre for that part of the crop threshed.—T. C. Wilson, sec'y Missouri State Board of Agri.

NEW ENGLAND.

Concord, N. H., Dec. 20.—Good corn weather in N. H. Corn arriving better than expected.—C.

NEBRASKA.

Saronville, Neb.—Corn only about half a crop; will ship very little; wheat marketed early; less in farmers' hands at present than in many years; had 4 inches of snow which is good for winter wheat.—Robert Anderson, mgr. Farmers Grain & Live Stock Co.

TENNESSEE.

Mohawk, Tenn., Dec. 20.—Corn badly damaged.—T. N. Haun.

TEXAS CROP CONDITIONS AND PROSPECTS.

Texas will not consume quite so much northern corn as we used last year. While the corn crop of Texas for 1911 was practically a total failure, at the same time the western section of the State has raised an immense amount of kafir and maize, which is now moving to central and east Texas points. It is proving a splendid substitute for corn and will, therefore, reduce our requirements for corn.

The North Texas wheat acreage compared with 1910 is 90%; condition, 100%; oats acreage, 119%; Central Texas, wheat acreage 83%; condition, 95%; oats acreage, 127%; West Texas, wheat acreage, 93%; condition, 92%; oats acreage, 135%; total wheat acreage of Texas, 93%; condition, 91% and oats acreage, 127%. Based on the reports, I believe that Texas will have about 900,000 acres of wheat, and 1,250,000 acres of oats. I would not be surprised if the acreage in oats amounted to 1,500,000. The present condition of Texas wheat is fully 85% of normal.

We have enough red oats in Texas to get around for seeding purpose, but as we will use a large part of our present supply for seeding purpose, it may be that it will increase the demand for northern and western oats. Our State consumes, under normal conditions, about 200,000,000 bus. of corn.

We raised this year about 50,000,000 bus. of corn, so it would seem that we would have to buy 100,000,000 bus., but it must be remembered that our West Texas crop of maize and kafir will be consumed by us in the State, and therefore, Texas will import for the present season, just about 50,000,000 bus. of northern corn.

There is practically but little Texas wheat unsold, and therefore our mills will buy most of their requirements from northern markets. I believe the Texas acreage of wheat this year will be about 750,000 acres and its condition at the present time is about 80% of normal.

During the past ten days generous rains have fallen in all parts of the State and conditions have wonderfully improved.—G. J. Gibbs, sec'y Texas Grain Dealers Ass'n, Fort Worth, Tex.

GOVERNMENT CROP REPORT.

Washington, D. C., Dec. 18.—In making the final estimate of the acreage and production of crops in 1911, the Bureau of Statistics has used the Census report of the acreages in 1909 as a basis, from which revised estimates for both 1910 and 1911 crops are made.

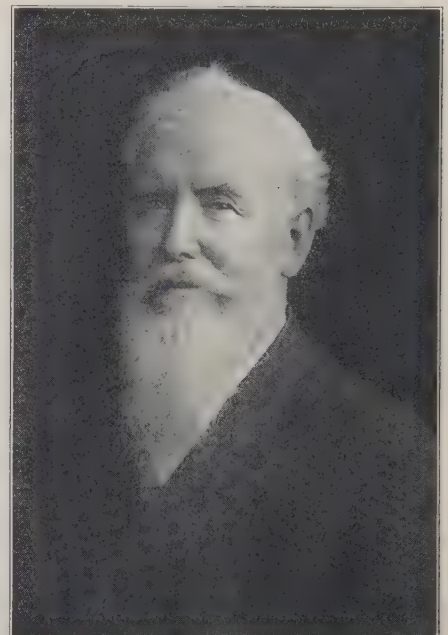
Using the Census figures for acreage in 1909 as a basis, the Crop Reporting Board of the Bureau of Statistics estimates the acreage, production, and value of important farm crops of the United States in 1910 and 1911 to have been approximately as follows:

Crops	Acreage.	Production.
	Acres.	Bushels.*
Corn, '11.....	105,825,000	2,531,438,000
Corn, '10.....	104,035,000	2,886,260,000
Corn, '09.....	98,383,000	2,552,190,000
Wint. wht., '11.....	29,162,000	430,656,000
Wint. wht., '10.....	27,329,000	434,142,000
Wint. wht., '09.....	20,381,000	190,682,000
Spg. wht., '11.....	18,352,000	200,979,000
Spg. wht., '10.....	18,352,000	200,979,000
Spg. wht., '09.....	18,352,000	200,979,000
All wht., '11.....	49,543,000	621,338,000
All wht., '10.....	45,681,000	635,121,000
All wht., '09.....	44,261,000	633,350,000
Oats, '11.....	37,763,000	922,298,000
Oats, '10.....	37,373,000	1,180,513,000
Oats, '09.....	35,159,000	1,007,129,000
Barley, '11.....	7,627,000	160,240,000
Barley, '10.....	7,743,000	173,832,000
Barley, '09.....	7,698,000	173,321,000
Rye, '11.....	2,097,000	33,119,000
Rye, '10.....	2,185,000	34,897,000
Rye, '09.....	2,196,000	29,520,000
Buckwh., '11.....	833,000	17,549,000
Buckwh., '10.....	860,000	17,598,000
Buckwh., '09.....	878,000	14,849,000
Flaxseed, '11.....	2,757,000	19,370,000
Flaxseed, '10.....	2,467,000	12,718,000
Flaxseed, '09.....	2,083,000	19,513,000
Rice, readjustment of rice data to Census basis deferred.		
Rice, '11.....	696,300	22,934,000
Rice, '10.....	722,800	24,510,000
Hay, readjustment of hay data to census basis deferred.		
Hay, '11.....	43,017,000	†47,444,000
Hay, '10.....	45,691,000	†60,978,000
*Bushels of weight. †Tons (2,000 lbs.).		

DEATH OF WM. SMILLIE.

Wm. Smillie, for 37 years supervisor of the Illinois State Grain Inspection Department, the man who for a generation was the recognized authority on grades of grain, in the world's greatest grain market, upon whose judgment and decision have hinged fortunes in the famous Leiter, Phillips, Kershaw and many other "corners," is dead at the advanced age of 71 years.

Born in Scotland, Mr. Smillie came to this country and to Chicago in the spring of 1860 and found immediate employment at the old Galena Elevator, owned by Sam Howe, taking full charge the following April of the elevator of Munger & Armour. It was there that the foundation was laid for the knowledge that later made him an expert judge of



Wm. Smillie, Chicago, Deceased.

grain, whose decisions were never doubted. In 1873 he entered the state grain inspection office and remained there thru all the years of political strife, resigning only on account of advanced age, Sept. 1, 1909. In the years of his service his integrity was unquestioned and as a token of the esteem in which he was held by his many friends on the Board, his death Dec. 12 was posted on the bulletin board dedicated to the memory of the deceased members of the Board of Trade, altho he himself was not a member.

He leaves a son, Thomas B. Smillie, in the grain inspection department, and a daughter, Mrs. Mary Isabel Peck, wife of Fred Peck. The funeral services were held Dec. 15. A portrait of Mr. Smillie is reproduced herewith.

OHIO.

Sidney, O., Dec. 19.—About 60% of the corn is yet in the fields, and it would probably be better if 90% was still in the husks, as more corn is spoiling in the cribs than would have spoiled in the fields. But we may soon have zero weather when the farmer can deliver corn that will appear in good condition.—E. T. Custerborder.

SOUTH DAKOTA.

Vayland, S. D., Dec. 20.—Flax about all threshed; average 8 bu.; grading No. 2 with some at No. 1.—P. H. Wheeler, agt. Shanard Elevtr. Co.

Waconda, S. D., Dec. 20.—Corn good, 45 to 65 bus.; oats about 1/2, 20 to 35 bus.; corn moving slowly, account of warm weather, will move freely in cold weather.—S. B. Stockwell, mgr. The Farmers Co-Operative Elevtr. Co.

Feedstuffs

A credit buro will be established by the Ohio Feed Dealers Ass'n. Undesirable buyers will be listed.

The hearing at Toledo, O., in the case of the salvage grain owned by Lull & Metzler, of Milwaukee, which was recently confiscated by the government, has been continued until Jan. 4.

St. Louis received 6,128 tons of feed during November; against 4,255 tons received during November, 1910; and shipped 27,765 tons; compared with 17,313 tons shipped in November of last year.

An address on the proposed new uniform feed law regulating the sale of feedstuffs in Massachusetts was delivered by Prof. Brooks, of the Massachusetts Experiment Station, at a recent meeting of feed dealers in the Chamber of Commerce at Boston, but no definite action was taken by those present. Several modifications of the proposed law were suggested.

For a technical violation of the feedstuffs law of Indiana the Belt Elevator & Feed Co. recently was fined \$50 and costs in Judge Markey's court at Indianapolis. Since the law was passed compelling the tagging of all feed with a state chemist's tag showing the amount of protein and fat, it has been the habit for millers and dealers outside the state to ship feed into Indiana and send the tags afterward by mail or express, leaving it to the middleman to attach the tags. Thru some oversight four sacks of alfalfa meal left the warehouse of the company at Indianapolis without a tag attached. "The judge declared it did not matter what our instructions were to our employes or if we had a million tags in the house, as if one sack got away without a tag we were guilty," writes the Belt Elevator & Feed Co. "We want other dealers thruout the state to profit by our experience."

The Arkansas law requiring tags to be placed on commercial feeding stuffs does not apply to interstate transactions, where sale is made outside of state, and it is not necessary for an outside shipper to place tags on his shipments to Arkansas, according to the opinion given the State Department of Agriculture by Attorney General Norwood, who says: "Arkansas manufacturers can't ship feeding stuff to another state, where the sale is made in this state, without paying the Arkansas tax. I use the term 'where the sale is made in this state' in its broad and not in its technical sense. Of course, if a manufacturer in Arkansas receives from a foreign state an order for feeding stuff, fills the order and ships the feed to a foreign state, that transaction would be a part and parcel of interstate commerce and would not be taxable, either in this state or the state where the feed is delivered. If the order comes from some point in the state to an Arkansas manufacturer and is accepted, although the feeding stuff is shipped out of the state, the transaction is completed in this state and we are inclined to the opinion that the feed would be taxable. But where the order comes from a foreign state and is accepted in this state and the goods shipped by virtue thereof, we do not think it is taxable in either state, although, of course, when it is offered for resale in the foreign state it is then subject to the tax imposed by the state. Whenever the

transaction is an interstate transaction, it is not taxable under the Arkansas law. In so far as the state is concerned, no tax can be demanded."

From the Feed Trade.

Denver Alfalfa Milling & Products Co., Hartman, Colo.: We anticipate that the alfalfa meal market will become very firm and that prices will advance about two dollars per ton during the winter feeding months of January, February and March. The alfalfa mills operating in the west, with one or two exceptions, have no warehouse facilities, and the heavy tonnage output the past few months of fair weather, has been thrown on the market, which naturally produced a draggy effect. In the Arkansas Valley the fields are practically clean, not half as much alfalfa remaining in the stack as at this time last year and local feeders are now facing the problem of getting hold of enough alfalfa to carry them through the late winter months. Alfalfa meal dealers and feeders should endeavor to contract their requirements at an early date, as within the next thirty days there will be practically no meal offered to the trade.

COUNCIL OF GRAIN EXCHANGES Will Meet.

Delegates named by the different grain exchanges will hold the annual meeting of the Council of Grain Exchanges at the La Salle Hotel, Chicago, Jan. 18 and 19. The topics under consideration are vital to the existence and prosperity of the organized markets. Among the speakers at the coming meeting will be E. Pfarrius, of New York, on "Farming and Rainfall"; A. G. Tyng, of Peoria, on "Uniform Trade Rules"; C. A. Magnuson, of Minneapolis, on "Conserving Trades in Grain Futures," and James Bradley, of Chicago, former president of the Council.

A great deal of time will be taken up by committee reports; and Thursday afternoon will be devoted entirely to crop improvement work reports. The officers are now completing the details of the program for publication.

A new system of state highways for Minnesota was unanimously approved at a recent meeting of St. Cloud Commercial Club. It is proposed that the state roads follow the chief water courses, running thru the valleys of the Minnesota River, the Mississippi, the Red River of the North and other lakes and streams.

Grain Carriers

Locks of the American canal at Sault Ste. Marie were closed Dec. 15 for the winter.

The new official freight classification will be issued as usual this year, but will not reach the shippers until the last of January or the early part of February.

Orders for additional box cars are being placed by the C. & N-W. Ry., 2,500 cars; by the B. & O. 3,000 cars; Grand Trunk, 1,000 cars; Nor. Pac., 2,000 cars.

The freighter H. A. Berwind will receive \$20,000 for carrying 300,000 bus. of Canadian wheat from Port Arthur to Buffalo and holding it for spring delivery.

Telegrams from a shipper relating to his traffic must be paid for by him, but a carrier may lawfully answer such a message at its expense.—Conference Ruling No. 327 by Interstate Commerce Commission.

The largest single cargo of one kind of grain that has been placed for some time, will be loaded at Fort William, Ont., by the steamer A. B. Wolvin, which has been chartered to hold 600,000 bus. of oats for spring delivery. The cargo will pay \$10,500.

The lake marine insurance season which closed as extended Dec. 5 has been very profitable to underwriters. The premium income was about 85 per cent of normal, but the losses were small. About 10 per cent of the bulk freighters now carry their own insurance.

The proposed advance in rates on grain and grain products over the Chicago, Rock Island and Pacific Railroad and connections, which were to have taken effect Dec. 20, have been suspended until April 20 by the Interstate Commerce Commission. The Commission will investigate the basis of the proposed rates.

Driven before a 50-mile gale the grain-carrying steamer Peerless, towing two barges, sunk in Peoria Lake, near Moxville, Ill., early in the morning of Dec. 10. The captain, crew and two women escaped in small boats. The steamer and barges are owned by George Wallace of Henry, Ill., and are engaged in carrying grain from the Hennepin Canal to elevators in Pekin, Ill.

**NEW CORN
RUSH!
F. D. BRANDT
VAN WERT, OHIO**

Placard used by many Ohio Shippers on Cars Loaded with New Corn.

Elevator handlings for this season at Buffalo amounted to 110,000,000 bus., which is 20,000,000 bus. more than for last season. Plenty of cars have made it easy for the harbor elevators to handle the fall grain fleet.

The contention of the Missouri Pacific Railroad that it has a right to own stock in coal mines and elevator companies was sustained by a recent decision of the Missouri Supreme Court in the ouster proceedings instituted by Governor Hadley, when he was attorney general.

A milling in transit hearing will be held at Washington Jan. 29 by the Interstate Commerce Commission, acting on complaints that the billing in transit regulations of the railroads are unjust, unreasonable and discriminatory.

The steamer J. T. Hutchinson being unable to secure insurance without paying a high rate, took chances and made a 13-day trip without any, bringing 170,000 bus. of wheat from Lake Superior to Buffalo, realizing a gross freight of \$13,800.

The complaint of F. S. Johnson & Co. and the Beatrice Corn Mills, the former at Milford and the latter at Firth, Neb., against the Atchison, Topeka & Santa Fe R. R. Co. for alleged discrimination in favor of Kansas City and St. Joseph, Mo., in milling in transit rates, has been dismissed by the Interstate Commerce Commission.

Power of the Interstate Commerce Commission over the telephone, telegraph and cable companies will be recommended in the annual report of the Commission and it will also recommend a provision for regulation or control of capitalization and suitable provisions for valuation of railroad property. It already has power over interstate telephone rates.

Testimony was recently taken at Minneapolis by Commissioner E. E. Smith of the Interstate Commerce Commission in the complaint of the Blodgett Milling Co., alleging a discrimination against Janesville, Wis., in favor of Minneapolis in a rate on corn, rye, oats and barley to the Pacific coast by the Great Northern, Northern Pacific, Milwaukee and Soo railroads.

Minimum weights for large cars supplied when small cars are ordered will be governed by a new rule of the Atchison, Topeka & Santa Fe R. R. providing that charges will be assessed on the basis of capacity of cars ordered, if the weight of the shipment is not more than 10 per cent above weight capacity of car ordered. If more than 10 per cent above capacity of car ordered the minimum will be that of the next larger size car.

The threats that the Court of Commerce would be abolished by the present Congress, which have been freely made, make manifest one of the most dangerous tendencies of the times. The first bill presented after the opening of the Senate sessions this week, was to this effect, and was offered by Senator Miles Poindexter, of Washington, whose home is in Spokane. The people of the intermountain territory are highly indignant over the possibility of losing the great advantage which the recent Interstate Commerce Commission would give them. Like children or animals they try to strike back at what seems to them the first cause, forgetful of the fact that the final decision must come from the Supreme Court. Abolition of the Court of Commerce would simply throw such cases into other courts.—*Railway Review*.

Both carriers and elevator operators were heard by the Interstate Commerce Commission at Washington Dec. 16 on the interpretation of the court decisions on the elevation allowance. Later the Commission will announce whatever modification of its orders is deemed necessary, or apply to the courts for a re-hearing.

Eastern shippers of mixed cars who are dissatisfied with the milling-in-transit rules filed by the trunk lines, effective Jan. 1, have retained Albert Welch, of Chicago, to represent them in taking the matter before the Interstate Commerce Commission in an endeavor to have some of the objectionable features eliminated.

Traffic is still decreasing, according to the Dec. 7 report of the American Railway Ass'n, which places the total number of idle cars at 58,840, an increase of 10,781 cars since Nov. 22. The greater part of the increase is, as in the last report, in coal cars, the surplus increasing 14,316 cars, while the box car surplus is only 500 cars. The situation with regard to car surplus is practically the same as for the same period in 1910, the total surplus at that time being 53,915 cars. The total shortage then was 11,901, against 17,697 for the corresponding period this year.

The grain rate from points in Southern Illinois to points on the Iron Mountain in Arkansas was the basis of the complaint of the Nansen Commission Co. of St. Louis, against the St. Louis, Iron Mountain & Southern Railroad which was heard Dec. 12 by E. B. Henderson, special examiner for the Interstate Commerce Commission, before the Railroad Commission of Missouri at St. Louis. The plaintiffs alleged that the rate on shipments routed thru Thebes was five cents more per hundred pounds than on grain shipments sent via Memphis.

No deduction is required by the different lines when filing claims for loss in transit, with the exception of the Frisco and M., K. & T. Railroads in Kansas and Southern Nebraska. Tests have recently been made on several thousand cars of grain handled thru elevators at Chicago, St. Louis, Kansas City and Minneapolis, but the chairman of the carriers' committee has been unable at this time to prepare all his data. Until such time as carriers can show that there is a natural shrinkage in grain while in transit, we do not believe a further attempt will be made to secure deduction before paying claims.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Chicago grain shippers won a victory in the recent decision by the Interstate Commerce Commission in the case of Rosenbaum Bros. against the Louisville & Nashville and other roads. All rates from Ohio River crossings to the southeast have been the same, but the rates from the lower crossings, as Cairo and Evansville, have been 2 cents lower than thru Cincinnati and Louisville. From territory in the West and Northwest where rates to the upper crossings have been 2 cents higher the roads south of these upper crossings have "shrunk" their local rate to the same extent per hundred pounds. Now the Chicago shippers have succeeded in having established from the Missouri River the same rates to the upper crossings on grain destined to the Southeast as were in effect via other gateways, namely 13 cents on wheat and 12 cents on coarse grains. Chicago has had only a combination of locals making the thru rate of 19 cents on wheat and 18 cents on coarse grains. The complaint was prosecuted to a successful

issue by W. M. Hopkins, the able traffic manager of the Chicago Board of Trade transportation department.

A shipment started to move under a joint thru rate and an established minimum for the car of the size in which it was loaded, but for the convenience of the carrier was subsequently transferred into a smaller car taking a lower minimum under the same thru rate. Charges were collected on the actual weight, which was in excess of the lower and less than the higher minimum weight: Held, That where a joint thru rate is in effect the thru charges are not affected by such a transfer of the shipment in transit from one car to another whether larger or smaller; and that the thru charges here should have been collected at the joint thru rate and on the basis of the minimum weight applicable on the car ordered or accepted by the consignor for the movement.—Conference Ruling No. 331 by Interstate Commerce Commission.

Refusal by a carrier to let its cars go to a connecting line must have reasonable ground, under a decision Dec. 7 by the Interstate Commerce Commission in the case of Missouri & Illinois Coal Co. against the Illinois Central R. R. Co. for its embargo against the movement of coal from its lines to points in Missouri last winter. The railroad's defense was that if it allowed its cars to go to lines in Missouri the cars would be confiscated and the Illinois Central would not have sufficient equipment to conduct its local business. The commission held "the temporary confiscation by carriers of the cars of other railroads and the placing of embargoes against cars being sent off the lines of the owners are alike unlawful, and the railroads are expected to make such rules for the return of cars as will terminate such abuses." The commission held that an embargo may be justifiable because of the physical inability of the carrier to deal with traffic which overwhelms it, "but an embargo placed against connecting carriers because of their failure promptly to return cars is not consonant with the service which the carriers are required by law to give."

Failure to refund promptly manifest overcharges will subject the offending carrier to indictment and prosecution, under the declaration by the Interstate Commerce Commission, Dec. 12, in the case of the Interstate Grain Co. against various western roads, that "It is as unlawful for a carrier to overcharge a shipper as it is to give him a rebate." The carriers are directed to refund overcharges without an order from the Commission, which says: "We have assumed that such overcharges generally arose out of the carelessness of some clerk and that refund would promptly be made upon the attention of the carriers being drawn to the violation of the law of which it was guilty. The assumption, however, has evidently been construed by the carriers into a declaration that this provision of the law would not be forced by indictment. Such a conclusion is not justified. We shall hereafter expect that whenever a formal or informal complaint is submitted to a carrier it shall make answer at once, admitting whatever overcharge has been made, and give evidence that refund has been effected. In the event that this course is not taken the commission will ask for the indictment of the guilty carrier."

Seeds

Very little grass seed of any kind has been carried over by dealers.—Ross Bros. Co., Worcester, Mass.

The Toland Seed Warehouse, under construction at Humboldt, Ill., is almost complete and will soon be opened.

Grain dealers hereabouts are handling large quantities of popcorn of excellent quality.—F. D. Babcock, Ida Grove, Ia.

The seed trade is exceptionally quiet on account of scarcity of seed, and we do not look for any improvement until spring.—C. E. Prunty & Co., St. Louis, Mo.

St. Louis received 54,000 bus. of flaxseed, but made no shipments in November; compared with 14,400 bus. received and 12,000 bus. shipped in November, 1910.

A bill prohibiting the importation of all kinds of seeds, including wheat, which are adulterated or unfit for seeding unless they are cleaned while in bond, has been introduced in Congress.

Coatesville, Ind.—Harrison B. Tinch of Putnam county, sold to a local seed firm eighty stacks of timothy hay which are now being threshed for seed. Local dealers estimate that about twenty cars of hay and one car of seed will be obtained. The hay is of exceptional quality.—L.

Beware of dodder in red clover. It is like poison. "Dodder-free" may not mean entirely free. Some foreign seed dealers sell gold and ship brass. English seed dealer says he understands that German markets allow ten grains of dodder to every kilogram of red clover in their "free of dodder." It may be different with different dealers.—C. A. King & Co.

We shipped a carload of pop corn Dec. 4, weighing 44,000 lbs. to McCarthy Bros. Co., Minneapolis, Minn., where it sold for \$1.75, netting the growers about \$40 per acre. The corn was of good quality, the ears being extra white, large and well filled. Corn growing is gradually taking the place of small grains here.—H. C. Rustad, mgr. Kerkhoven Farmers Elev. Co., Kerkhoven, Minn.

During October 660 samples were received for germination or purity test at the Ottawa seed laboratory, and of these only 15 were sent in by farmers. Of the 23 samples of red clover seed tested for purity one graded Extra No. 1, four No. 1, seven No. 2, eight No. 3 and three were rejected. Of the 124 samples of alsike four graded No. 1, 17 No. 2, 39 No. 3 and 64 were rejected. Of the 62 samples of timothy seed tested, two graded Extra No. 1, 10 No. 1, 19 No. 2, 16 No. 3 and 15 were rejected. Only two samples of alfalfa seed were graded, one being No. 2 and the other No. 3.

The educational campaign conducted in parts of Quebec this season to encourage the production of red clover seed has already shown some tangible results. Owing to the scarcity of red clover seed in the districts of Ontario usually devoted to seed production the farmers of Quebec were urged to save those fields of red clover which would be likely to produce a fair crop of seed. Returns from the farmers directly interviewed show that in the counties of Pontiac, Berthier and Soulanges about 350 acres have been saved for seed, which will materially help to supply the local demand.—Geo.

H. Clark, seed commissioner of Canada, Ottawa.

Cincinnati received 1,182 bags of clover seed, 2,436 bags of timothy seed and 12,071 bags of other grass seeds and shipped 1,022 bags of clover seed, 249 bags of timothy and 7,609 bags of other grass seeds during November.—W. C. Culkins, Secy. Chamber of Commerce.

Toledo received during the week ending Dec. 22, 1,190 bags of clover seed and shipped 1,405 bags; compared with 1,665 received and 473 bags shipped in the corresponding week last year. The total for the season to date shows 21,069 bags received and 6,562 bags shipped; against 37,029 received and 9,839 bags shipped in the corresponding part of last season. Seventy bags of alsike were received the week ending Dec. 22 and 6,077 bags have been received this season; compared with 155 bags received during the corresponding week last year and 7,431 bags received in the corresponding part of last season.

Chicago received during the week ending Dec. 23, 60,600 lbs. of timothy seed; 21,200 lbs. of clover seed; 268,000 lbs. of other grass seeds, and 31,900 lbs. of flax seed; compared with 302,600 lbs. of timothy seed; 40,000 lbs. of clover seed; 233,000 lbs. of other grass seeds and 31,000 bus. of flaxseed, received in the corresponding week of 1910. Shipments included 276,200 lbs. of timothy seed; 36,900 lbs. of clover seed and 273,300 lbs. of other grass seeds; compared with 105,100 lbs. of timothy seed; 125,300 lbs. of clover seed; 272,100 lbs. of other grass seeds and 8,400 bus. of flaxseed during the corresponding week of 1910.

From the Seed Trade.

Kraus & Apfelbaum, Columbia City, Ind.: The acreage of clover is smaller than last year and prospects for the growing crop are very poor. The crop of clover in this section was very poor and yield very small. Practically no seed has been carried over. Seed will be shipped in and prices will be very high.

Magill & Co., Fargo, N. D.: No clover seed whatever was grown in North Dakota in 1911. The timothy made about a half crop of seed. Do not think the acreage of these crops will be increased the coming season, unless we have plenty of moisture in the Spring and a very favorable sowing season, in which event there would, no doubt, be a large acreage seeded. No seed was carried over from last season.

Seth J. Griffin Co., Los Angeles, Cal.: Alfalfa seed is exceptionally large crop in Arizona, Utah, New Mexico and western Kansas. A great deal of the seed is still in first hands, and prices are lower than for several years past. The very best quality is being offered at from 11c to 13c f. o. b. cars. California exercises a quarantine against Utah alfalfa, on account of weevil, and it is allowed to enter the market only under fumigation. The larger quantity of seed comes from Arizona to our market, altho there are some extensive shipments arriving from Germany via Galveston port. We do not raise any considerable quantities of clover seed, alsike, timothy, nor blue grass. Concerning these, we are able to judge only by prices. Clover and timothy bring about the same values as last year, while Kentucky blue grass has advanced fully 50% over last year. No considerable quantities of seeds were held over from last year in this immediate vicinity.

TENNESSEE PURE SEED Law.

The pure seed law of Tennessee will be strictly enforced, said A. L. Garrison, chief seed inspector of the State Dept. of Agriculture, in a recent public address at Nashville. A campaign of seed testing will be inaugurated by obtaining from dealers and all others that can be reached samples of seeds offered for sale. The provisions of the law follow:

Label.—Every parcel, package or lot of agricultural seeds as hereafter defined in this act, and containing one pound or more, offered or exposed for sale in the State of Tennessee, for use within this state, shall have affixed thereto, in a conspicuous place on the outside thereof, distinctly printed, or plainly written, in the English language, a statement, certifying:

First—The name of seed.

Second—Full name and address of the seedman, importer, dealer or agent.

Third—A statement of the purity of the seed contained, specifying the kind and percentage of the impurities as defined in this act, provided that said seeds are below the standard fixed in this act.

Fourth—Locality where said seed was grown, and when grown.

Prohibited Weeds.—No person shall sell, offer or expose for sale, or distribution, in this state, for the purpose of seeding, any of the agricultural seeds as defined in section two of this act, unless the said seeds are free from the seeds of the following weeds: Wild mustard or charlock (*Brassica sinapistrum*), quack grass (*Agropyron repens*), Canada thistle (*Cirsium arvense*), wild oats (*Avena fatua*), clover and alfalfa fodder (*Cuscuta epithymum*), field fodder (*Cuscuta arvensis*), corn cockle (*Lychnis githago*), sour dock, wild onions, and oxeye daisy.

Adulteration.—That for the purpose of this Act, seeds shall be deemed to be mixed or adulterated—

When orchard grass (*Dactylis glomerata*) seed contains ten per cent or more by weight of meadow fescue (*Festuca elatior pratensis*) seed, or Italian rye grass (*Lolium italicum*) seed, or English rye grass (*Lolium perenne*) seed.

When bluegrass or Kentucky bluegrass (*Poa pratensis*) seed contains five per cent or more by weight of Canada bluegrass (*Poa compressa*) seed, red top chaff, red top (*Agrostis alba*) seed, or any other seed or foreign substance.

When red clover (*Trifolium pratense*), mammoth red clover (*Trifolium pratense* var.) or alfalfa (*Medicago sativa*), contains five per cent or more by weight of yellow trefoil (*Medicago lupulina*), or sweet clover (*Melilotus alba* and *M. officinalis*), seed or burr clover (*Medicago denticulata*) seed.

When rape (*Brassica rapa*) contains five per cent or more of common mustard (*Brassica sinapistrum*), or black mustard (*B. nigra*).

Misbranding.—That for the purpose of this act seed shall be deemed to be misbranded:

When meadow fescue (*Festuca elatior pratensis*), English rye grass (*Lolium perenne*), or Italian rye grass (*Lolium italicum*) is labeled or sold under the name of orchard grass (*Dactylis glomerata*) seed.

When Canadian blue grass (*Poa compressa*) seed, red top (*Agrostis alba*) seed, or any other seed not blue grass seed is sold under the name of Kentucky blue grass, or blue grass (*Poa pratensis*) seed.

When yellow trefoil (*Medicago lupulina*), burr clover (*Medicago denticulata*) or sweet clover (*Melilotus alba*), is sold under the name of clover, June clover, red clover (*Trifolium pratense*) medium red clover, small red clover, mammoth red clover, sapling clover, peavine clover (*T. pratense* var.) or alfalfa (*Medicago sativa*) seed.

When the seeds are not true to the name under which they are sold.

Exemptions.—The provisions concerning agricultural seeds contained in this act shall not apply to:

Any person or persons growing or selling seeds for food purposes only, or having such seeds in possession for sale for such purpose.

Any persons selling seeds, direct to merchants to be cleaned or graded before being offered for sale for the purpose of seeding. This shall not, however, exempt the seller from the restrictions of Section 3 of this act.

Seed that is held in storage for the purpose of being recleaned and which has not been offered, exposed or held in possession of or for sale for the purpose of seeding.

Seed marked "not absolutely clean" and held and sold for export outside of the state only.

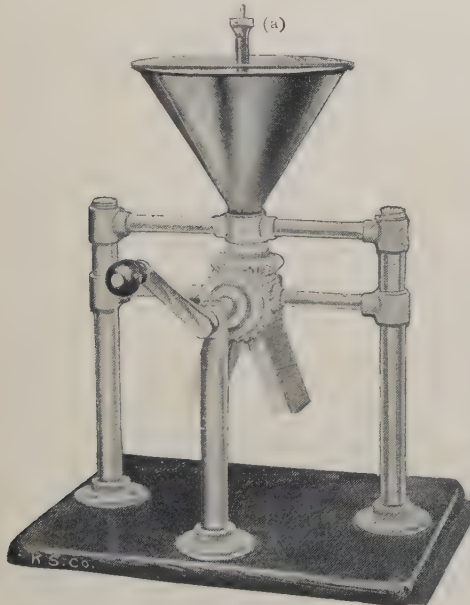
The sale of seed that is grown, sold and delivered by any farmer on his own premises for seeding by the purchaser himself, unless the purchaser of said seeds obtains from the seller at the time of the sale thereof a certificate that the said seed is supplied to the purchaser subject to the provisions of this act.

Mixture of seeds for lawn or pasture purposes. This shall not, however, exempt the seller of such mixtures of seed from the restrictions of Sections 3 and 4 of this act.

SEED MIXER AND SAMPLES.

The examination of any lot of seed must necessarily be limited to careful inspection of samples taken therefrom; and on account of the great labor involved in testing the seed, the smaller the sample the less the labor and loss of time. To reduce the sample to the smallest portion it should be fairly representative of the entire quantity, and this is best accomplished by some mechanical method of division.

An ingenious machine for mixing and sampling seed is shown in the engraving herewith. It consists, essentially, of a revolving funnel, emptying over a divide into two spouts. The funnel is revolved by means of the crank, so the seed from all parts of the funnel falls first in one



Seed Mixer and Sampler.

spout and then in the other. The stopper is raised and lowered by means of a thumbscrew *a* on the upper end of the rod.

In operating, the bottom of the funnel is closed with the stopper, the seed is put in the funnel, the thumbscrew held with the left and the crank turned with the right hand. The stopper is gradually raised until a sufficient opening is made for the seed to run out. The thumbscrew is then released and the crank turned until all the seed has run through. The seed from one of the receptacles can be emptied back and divided as many times as is necessary, until the amount in one of the receptacles is approximately that of the smaller average sample wanted for the purity test. This machine is made by the Kny-Scheerer Co., New York.

Bucket-shops are to be entirely suppressed in London. A police magistrate recently remanded without bail, Walter Cousins, Edgar Gordon and Ernest Jacques on the charge of operating the "equitable exchange," a bucket-shop on Bishopsgate St., where they are alleged to have fleeced the public to the extent of \$200,000 in the last two years.

Screenings

Fertilizer is being made out of the nitrogen in the air on a large scale by an English company, the Northwestern Cyanamide Co., which has built works at Odda on the Hardanger Fjord of Norway. The output was 752 metric tons in 1909 and 4,281 tons in 1910. The price is \$42.88 per metric ton of calcium cyanamide.

Broom corn is a short crop, which has caused the price to double, according to George Lemaux, president of the Indianapolis Brush & Broom Co. Prices have gone up to \$200 a ton in the southwest and west, he said. The Indianapolis Brush & Broom Co. has a six months' supply on hand. Mr. Lemaux says available material is of poor quality.—L.

The national bucket-shop fight, started by the government some time ago, will be carried to the United States Supreme Court; a review of the decision of the District of Columbia Court of Appeals, which held the bucket-shop law constitutional, having been asked by the attorneys in the case of Louis Cella, of St. Louis, and Samuel W. Adler and Angelo Calla, of New York, recently heard before Justice Chas. Robb, of the District Court of Appeals.

The Illinois Central will establish 15 40-acre experimental farms in Mississippi and Louisiana, the development of which will be under the supervision of the Agri. College of Miss. and the Agri. Dept. of the University of Louisiana. Farmers whose land will be used and who will work it under the supervision of the teachers will be guaranteed against loss due to the experiments, by the railroad company. The profits of the crops will go to the farmers.

If we want more economical distribution we should call on some institution that knows what business economy is. The less the government interferes with the natural development of business the better, and the less it has to do with distribution the cheaper it will be. Our wide-awake business men have made more progress in business than the government has and are ahead of it today in business methods and economies.—*National Stockman and Farmer.*

A study of the elevators and terminal systems of various grain companies and railroads in this country is being made by Chief Engineer Tani of the South Manchurian Railroad, at the request of the Japanese Government. Engineer Tani is not only studying the elevator question and the handling of grain at the main shipping points, but will also investigate the methods in use at the country elevators. He was recently at Omaha and pronounced the facilities there the most perfect he had ever seen.

The National Broom Makers Ass'n, in annual convention at Chicago, Nov. 28, declared the steady advance in price of broom corn demands increased prices of brooms. Broom corn is now about \$200 a ton and steadily advancing. It could be bot for \$35 a ton ten years ago and a good broom that could be purchased for 50 cents five years ago now costs 75 cents. The manufacturers say the soaring price is the result not only of the six times greater price of broom corn, but the increasing prices of other materials used in the manufacture of brooms, wire, twine, steel bands and the wood all cost nearly twice as much as a few years ago.

DEATH OF W. H. BASSETT.

Wm. H. Bassett of Kirklin, Ind., died suddenly Dec. 9 of heart disease. He had been complaining for some time of a slight illness and had intended to spend the winter in Texas and the Southwest, but had seemed in good health during the day, attending to business as usual. In the evening he complained of being tired and lay down for a rest. When his wife returned about an hour later she was unable to awaken him, and investigation showed that death had occurred.

Mr. Bassett was well known in the grain trade, his first venture being the building of the Clover Leaf Elevator at Clarks Hill, Ind. He sold this elevator, together with the Big Four elevator, which he had bot,



W. H. Bassett, Kirklin, Ind., Deceased.

to Ora Finch in March, 1900, buying the elevator of Henry Miller & Son at Lebanon a month later. At this time he also secured possession of what has since been known as the Kirklin Grain Co., at Kirklin, Ind., and conducted both stations for a year, after which he sold the elevator at Lebanon. In 1902 he bot Brafford's elevator at Kirklin and formed a company with himself as president, and W. R. Slauter, secretary and treasurer. In January, 1909, his son, Allen, bot the interest of Mr. Slauter and assumed management of the Banner Milling Co., Mr. Bassett being head of both houses.

Mr. Bassett was a thoro "Hoosier," having been born at Kent, Ind., May 8, 1856, and had many close friends in the business world. He was generous and public spirited and will be sadly missed by the community. He is survived by his wife and four children. A portrait of deceased is given herewith.

J. A. A. Geidel of Pittsburgh, Pa., has been chosen second vice pres. of the Grain Dealers National Ass'n to fill the vacancy created by the promotion of Frank S. Cowgill to first vice pres.

Grain Trade News

ARKANSAS.

Argenta, Ark.—The Arkansas Warehouse Co. has let the contract for a 30,000-bu. elvtr. to cost about \$15,000.

ARIZONA.

Mesa, Ariz.—I have come here from Porter, Okla.—T. R. Weems, former mgr. Bower & Brown Elvtr. Co.

CALIFORNIA.

San Francisco, Cal.—The first annual banquet of the consolidated exchanges, known as the Chamber of Commerce, was held at the Palace Hotel, Dec. 6, attended by about 1,000 guests. The addresses were good and the keynote of the meeting was co-operation. The brilliant success of the function promises that the merged organization will be generally supported with hearty good will.

CANADA.

Wauchope, Sask.—I resigned as agt. for the Hennepin Elvtr. Co. at De Graff, Minn., and hold a similar position here for the Farmers Grain & Supply Co.—F. M. Goggin.

Winnipeg, Man.—The Canada Malting Co. is building an addition to its working house and also increasing the storing capacity. James Stewart & Co. have the contract.

Winnipeg, Man.—Grain Growers Export Co. incorporated; capital stock, \$1,250,000; provisional directors, W. G. Hall, Joseph Wright, W. H. Trueman, W. Hollands, T. P. Robinson and E. Smith all of this city.

Winnipeg, Man.—The grain exporting firm of Gibbs & Robinson has opened an office in this city in charge of Henry C. Gibbs, who has been admitted to membership in the Winnipeg Grain Exchange and will move here.

Winnipeg, Man.—The commissioner of immigration has been advised from London that a very good demand for frozen wheat exists in the old country. The market value is given approximately as one pound, 2s. and 6d., less 1% per 480 lbs., c. i. f. in London. One broker estimates he could sell 5,000 quarters.

Moose Jaw, Sask.—The plant of the Saskatchewan Flour Mills Co., Ltd., burned Dec. 15 with 60,000 bus. of wheat and 40,000 of oats in store. The plant included an elvtr., a warehouse, a 400-bbl. oatmeal mill and a 1,700-bbl. flour mill. The power plant and office were saved. The loss is estimated at \$400,000; insurance, \$330,000; salvage, \$40,000.

Winnipeg, Man.—About 100,000 bus. of grain have been marketed on the Canadian Pacific and Canadian Northern railways since Sept. 1. This total is 20,000,000 bus. ahead of same this time last year. Canadian Pacific figures for the season are 52,916,000 bus. wheat and 11,110,000 bus. of other grains, a total of 64,026,000 bus. Canadian Northern figures are 35,352,000 bus. of all grains.

Montreal, Que.—Exports of wheat from the port of Montreal during the season of 1911 aggregated 29,893,000 bus. compared with 26,859,000 bus. during the same period last year. Of the exports during the 1911 season, Wight & Esdaille headed the list of exporters with 7,657,000 bus. Norris & Co. were second with 6,088,000 bus. and Thomson & Earle, third, with 5,690,000 bus. Others in order were Gibbs & Robinson, 4,040,000 bus.; British Empire Co., 2,593,000 bu. and James Carruthers, 1,655,000 bu.

Glenboro, Man.—The elvtr. and mill operated by Adamson & Scott burned early in the morning of Dec. 8. The fire started in the engine room. The elvtr. was almost full of wheat. Adamson & Scott carried an insurance of \$10,000 on contents of elvtr., but had none on mill's contents; loss probably \$45,000. The property is owned by Joseph Johnson, a building contractor of Winnipeg. He bot the property last year. Some talk locally of helping Adamson & Scott to rebuild.

Winnipeg, Man.—Elvtr. men of this city waited on Premier Roblin, Dec. 8, to protest against the recent instruction of the Manitoba Elvtr. Commission that all cars shipped from government elvtrs. were to be taken at the weight given from these elvtrs. and not that given at the point to which they were shipped. One elvtr. mgr. characterized this system as "all right in case the car is being shipped to some wayside place on the track, but in shipping to Winnipeg it is absurd, since in our elvtrs. we have government officials to weigh the cars. They can only undo the seal on the car and their work is repeatedly subjected to careful inspection. Under the Manitoba grain act we also have our bonded stores where grain is stored, leaving no opportunity for errors to be made in reckoning weight of cars."

Regina, Sask.—The wheat blockade in Saskatchewan is without parallel. At Morse, Dec. 14, mounted police had to be called to maintain order as farmers fought in the streets for the privilege of marketing their grain while over 100 loads remained in wagons with no place to unload and 50,000 bus. were reported piled in implement houses and even in the streets. Some of the farmers had driven 75 miles with their wheat and some had been in town nearly a week trying to sell. At Mortloch and Outlook elvtrs. were reported filled to the roof with farmers waiting days to unload. At Reuleau the names of 300 farmers are on the car order books, and at Pense many more names are on the list. Conditions at Herbert, Swift Current, Rush Lake, Sinaluta, Qu'Appelle, Indian Head, McTaggart, Lang and Milestone are said to be no better. The elvtr. commission has suspended the grain act and imperative orders for cars brot poor returns and in most instances none. Railroad companies admit they are unable to cope with the situation.

Owen Sound, Ont.—The elvtr. plant of the Canadian Pacific Ry. Co., consisting of Elvtrs. A and B, two large wooden structures, burned in the evening of Dec. 12, with about 1,000,000 bus. of grain in store, wheat, oats and barley. The amount of grain was abnormally large, as owing to a scarcity of cars it had been impossible to transship from the elvtrs. to the various destinations. The last vessel, the Keewatin, with over 100,000 bus. of wheat and oats, had just been unloaded and had to be backed away to escape destruction. Another steamer, the Arthabasca, was scorched before she could get steam up to pull away from the fire. Several cars on track were burned and the government lighthouse near the elvtrs. The fire started in Elvtr. A about 9 p. m., and involved timbers at the base of the building, the construction of which provided a direct draft to the top. Flames soon burst out at the side of the grain leg and swept thru the connecting passage between the two elvtrs. to Elvtr. B, the larger building, and in ten minutes that was beyond hope. The elvtrs. were built years ago to handle the lake grain traffic. They were of wooden cribbing, covered with metal siding. Loss total, over \$1,000,000; insurance, \$59,000.

Pincher Creek, Sask.—The 30,000-bu. elvtr. owned and operated by the Indians of the reservation near here, is equipped with a cleaner, cleaner scale, shipping scale, dump scale and a 10-h.p. gasoline engine. They have built a storehouse in connection with their elvtr. and have handled this season some 20,000 bus. of grain all grown and harvested by Indians.

IDAHO.

Soldier, Ida.—William Leonard is moving his grain warehouse and will double its capacity. He has leased it to the Frontier Grain Elvtr. Co. of Denver, Colo.

Hailey, Ida.—The Spokane Warehouse Co. of Spokane, Wash., will build an elvtr. here and is considering erecting others at Swedenborg, Soldier, Corral, Prairie City and one at the terminus of the new branch of the Central Ida. R. R., about ten miles from Prairie City.

ILLINOIS.

Le Roy, Ill.—S. Crumbaugh has installed a Constant Wagon Dump in his elvtr.

Girard, Ill.—P. S. Carter has been confined to his house with a broken ankle.

Dwight, Ill.—Austin Gibbons will succeed the Dwight Grain Co., Jan. 1, as

Urbana, Ill.—Wilbert Jenkins of Paris, Ill., has bot the elvtr. here of Watts & Mullin.

Hume, Ill.—The National Elvtr. Co. has installed a No. 11 Standard U. S. Corn Sheller.

Lane, Ill.—Luxton & McCord have equipped their elvtr. with two self-locking rail dumps.

Canton, Ill.—The Plainfield Grain Co. is building an elvtr. here, which will be in charge of Chas. Wright.

Kane, Ill.—E. Cottrell has installed a 51-ft. Constant Safety Ball Bearing Manlift in his elvtr.

Arrowsmith, Ill.—The Arrowsmith Grain, Coal & Lbr. Co. has discontinued business and will sell its house.—A.

Virden, Ill.—We have just installed an automatic scale and wagon scales.—J. W. Bradway, mgr. Virden Grain Co.

Fulton, Ill.—J. C. Snyder has enlarged his grain, coal and wood business and has bot the C. & N. W. freight house.

Stonington, Ill.—Wm. Loveless of Taylorville, Ill., will build an elvtr. here, which will make three for Stonington.

Adeline, Ill.—The Neola Elvtr. Co. has built a large storehouse for grain and overhauled its old elvtr.—John Anderson, agt.

Mortimer Sta., Chrisman p. o., Ill.—The National Elvtr. Co. has installed a No. 3 U. S. Fan Discharge Corn Sheller in its elvtr.

Wedron, Ill.—The Wedron Grain Co. has been dissolved. The property it formerly owned was sold last summer to C. W. Peterson.

Ocoya, Ill.—M. Thompson, from Swygart, will manage the elvtr. here that Graham & Bennion recently leased from the Rogers Grain Co.

Clinton, Ill.—My new, 20,000-bu., iron-clad elvtr. has just been completed at this station. It is equipped with up-to-date machinery.—W. T. Lane.

Marseilles, Ill.—J. V. Shaughnessy will have a Constant Safety Ball Bearing Manlift installed in his new 30,000-bu. elvtr., which is almost completed.—A.

Little Indian, Ill.—Orland Virgin has succeeded W. E. Munson as mgr. for the Little Indian Farmers Grain Elvtr. Co. F. E. Virgin is pres.; J. J. Bergen, sec'y.

Rockport, Ill.—By their purchase of the third interest of the C. R. Shaw estate in the Shaw-Garner Co., for \$12,500, W. J. Garner and H. L. Anderson now own the entire stock of the company, which has elvtrs. here and at Pike and New Canton, Ill., and at Louisiana, Mo. They will make no change in the management.

Mt. Pulaski, Ill.—Cobs are so plentiful local elvtrs. are having them hauled out on vacant lots and burned. They are given away to those who will pay for the hauling.

Ocoya, Ill.—Fred Grotevant has succeeded Homer Wagner as mgr. for the Farmers Elvtr. Co. Mr. Wagner will retire from the grain business.—George Brunsell, mgr. Pontiac Farmers Grain Co., Pontiac, Ill.

Tamaroa, Ill.—Farmers Union Mfg. & Supply Co. incorporated to do a general elvtr. and warehouse business; capital stock, \$9,975; incorporators, George Kurtz, C. T. Schmalriede and S. A. Reidelberger.

Morris, Ill.—The Farmers Square Deal Grain Co. will build a 40,000-bu. concrete elvtr. on the electric road now under construction from here to Yorkville, and will be operated under the same management.

Latham, Ill.—Equipment for the almost completed 40,000-bu. elvtr. of the Latham Farmers Grain Co. includes a Western Cleaner, Sheller, Manlift and Car Puller, a Richardson Automatic Scale and two stands of elvtrs. with 15x7 cups. Reliance Construction Co. has the contract.

Lane, Ill.—The firm of East & Boyce, that recently succeeded Lane & Hendrix, is composed of O. N. East of Cerro Gordo, Ill., and John Boyce of Decatur. Mr. East will remain in Cerro Gordo, but will come here frequently to attend to business. Mr. Boyce will move here and have charge of the elvtr.

About Jan. 19 or 20 an examination for grain samplers and deputy grain inspectors will be held in the state inspection offices at Chicago, by the Illinois Civil Service Com'n. Any one desiring information regarding the examination should communicate with W. R. Robinson, Sec'y., Ill. Civil Service Com'n, Springfield.

Milford, Ill.—W. W. Evans of Fowler, Ind., has purchased the elvtr. here of the Herron-Patterson Co., thru Joseph D. Chancellor, and will retain Dan S. Disoway, who has been weigher and bookkeeper at the elvtr. office for years. Mr. Evans is an experienced elvtr. man and has other houses in Indiana and Illinois.

Saybrook, Ill.—The Farmers Grain & Coal Co. has had a Nat'l Automatic Scale and a 42-ft. Constant Safety Ball Bearing Manlift installed in its new elvtr. built by the Burrell Engineering & Construction Co. The house is now running full capacity. The first loads of grain were taken in while the building was still in the contractor's hands.

Watseka, Ill.—G. H. Ricketts was elected over 20 applicants to succeed Homer Bell as mgr. of the Watseka Farmers Grain Co. and will move his family here from Bridgeport. He took charge of the elvtr. Dec. 16. He was formerly in the grain business with his father at Claytonville, Ill., where he managed the elvtr. of A. D. Ricketts & Co., succeeded early last spring by the Claytonville Farmers Grain & Coal Co.

Monticello, Ill.—John F. Beall has bot the interests of George Jacobsen of Niantic, Ill., in the grain firm here of Jacobsen, Beall & Co. The business will be continued by the new firm of the Finson-Beall Grain Co., of which W. L. Finson remains as mgr. This business was started Jan. 1, 1907, by the Mansfield Grain Co., which was succeeded by Jacobsen, Beall & Co. after the death of N. A. Mansfield in July, 1909.

The superior court of Cook County has held constitutional the new law providing that the state grain inspection service is a department of the state government, that its fees are public money which must be turned into the state treasury and that they can be disbursed only by legislative appropriations. The suit was brot by the Chicago Board of Trade against Chief Grain Inspector W. Scott Cowen and the state board of R. R. and warehouse commissioners to prevent application of the new law to the grain department and involved question of the act's constitutionality.

Holder, Ill.—The Old Town Grain Co. incorporated to deal in grain, farm produce and coal; capital stock, \$2,000; incorporators, Fremont Miller, Charles F. Agle and Charles T. Brewer.

Redmon, Ill.—John Lawson has remodeled his elvtr., built a new brick engine room and installed a 35-h.p. steam engine and a 40-h.p. boiler. Reliance Construction Co. had the contract.

Peoria, Ill.—Sec'y Strong of the Illinois Grain Dealers Ass'n was here recently and arranged with the New Jefferson Hotel for headquarters for the annual meeting, June 11-12. The new hotel will contain 250 rooms and every room will have a bath.

New Berlin, Ill.—Charles R. Taylor, mgr. of the Farmers Grain Co., was assaulted recently by Richard Milby, a farmer who lives near here. He entered a barber shop and knocked Taylor to the floor as he was rising from the barber's chair. After delivering a couple more blows he walked away. He complains that Mr. Taylor docked some corn he hauled to the elvtr., alleging it was damaged, which he considered wrong. He was arraigned before a justice of the peace and fined \$10 and costs. Mr. Taylor has entered suit against him in circuit court for \$1,000, but Milby has deeded his property to his wife and officers can not find him to get service on him.

Joliet, Ill.—The Joliet Grain Co. incorporated to deal in grain, feed, coal, cement and other supplies; capital stock, \$10,000; incorporators, John Coyne, John Finney and Edward C. Hall. E. J. Conley, attorney for the company, and one of its organizers, says its capital will be increased as soon as it gets started in business. It will build soon a large elvtr. along Alton tracks, which it intends shall serve as a clearing house for farmers' elvtrs. in this vicinity to simplify their relations with the grain markets at Chicago and Argo, to which the surplus grain of this section is shipped. A scale and dump will be installed as soon as possible, so grain can be handled before the proposed elvtr. is entirely completed, as its location gives it direct connection with the mills of Lockport and Argo.

During 1910 and 1911 the chinch-bug has been abundant enough in several counties of the southern half of Illinois to cause heavy loss, especially of corn, in the worst-infested localities, and to threaten widespread destruction of wheat, oats, corn, and the pasture and meadow grasses during the coming year in at least 30 counties. We are, in fact, in the midst—perhaps only at the beginning—of one of those periods of chinch-bug outbreak which have worked occasional havoc to the state, and it is urged upon farmers of Illinois to unite by neighborhoods and organize for a general cleaning up and burning over of all places of shelter for chinch bugs between now and the beginning of spring.—Stephen A. Forbes, state entomologist, Urbana, Ill.

Cissna Park, Ill.—A fire in the elvtr. of E. S. Phillips in the evening of Dec. 23 was soon extinguished with small damage. A kerosene can, a package of waste and some kindlings discovered in flues and pipes roused suspicion of incendiary origin and bloodhounds were obtained within eight hours. Some footprints found in the elvtr. had been protected until the dogs' arrival. They followed the trail to an old empty corn crib two miles away. S. M. Rose, whose elvtr. is near that of Mr. Phillips, believes the fire was intended to destroy both houses. He was in Watseka at the time, but as soon as he heard of it he suggested incendiarism and mentioned a suspect. The hounds went to the same person's house. He alleges he is willing to pay \$500 reward for the arrest and conviction of the guilty person and suggests that the village offer a similar reward. The matter was reported to the state fire marshal who promptly sent out two investigators. Mr. Phillips who lives in Assumption, Ill., had recently purchased his elvtr. from J. B. Baumgardner & Co. and had not had all the insurance

policies transferred to his name at the time of the fire.

CHICAGO NOTES.

John Weinands of Ware & Leland is bereaved by the death of his father.

The Chicago Board of Trade had no session Saturday, Dec. 23, having closed the day before for the Christmas holidays.

All employees in the office of James S. Templeton were given \$100 each as a Christmas present, Dec. 21, including the office boy, who was then discharged.

Lowell Hoyt & Co. incorporated to do a brokerage and commission business; capital stock, \$100,000; incorporators, Lowell Hoyt, Fred G. Miley and Robert Rees.

George A. Hogge, traffic mgr. for Rosenbaum Bros., died of pneumonia, Dec. 9, aged 38. He had been with the firm 20 years and was considered one of the brightest men in his line.

Adolph Gerlin, a cash grain salesman for Rumsey & Co., died at his home, Dec. 10, after a week's illness with typhoid pneumonia, aged 45. He had been a member of the Board of Trade since 1893.

Crighton & Lasier received U. P. car No. 74007 containing new corn, Dec. 12, weighing 138,210 lbs. and grading No. 4 yellow. Geo. S. Miller of Monee, Ill., was the shipper. This is only 4,000 lbs. under the highest record.

Jimmy Meehan, who has reported cash prices of wheat, corn, oats and rye for the last 25 years, was given a handsome gold watch, Dec. 22, by the cash grainers men of the Chicago Board of Trade, whose good will and respect he has earned by the thoroughness of his work and his unflinching geniality.

The Board of Trade Club held its annual banquet and election at the Auditorium Hotel in the evening of Dec. 14. Royal W. Bell was elected pres.; John E. Bellot, vice pres.; James F. B. Robertson, sec'y; Harold M. Nichols, treas.; and the executive committee composed of J. P. Hermis, Kenneth Edwards, C. H. Canby, Jr., L. C. Brosseau and Ross Kidston.

The new grain firm of Alcock & Zeiss will start in business at the beginning of the year, with offices in the Postal Telegraph Bldg. W. H. Alcock, the senior partner, is an old-time member of the Board of Trade and the junior member of the firm is a son of Henry Zeiss, a retired member, who was chiefly in the provision trade.

Five directors of the Board of Trade will be elected at the annual meeting, Jan. 8, to succeed James C. Murray, Ernest G. Brown, C. F. Schneider, John C. Wood and Charles C. Randall. Those holding over to 1913 are Alexander O. Mason, Albert E. Cross, Robert E. Tearse, Edward F. Leland and William S. Dillon. Those directors whose terms expire in 1914 are Charles R. Pierce, Theodore E. Cunningham, David S. Lasier, Caleb H. Canby and Leslie S. Gates.

Our hay market rules easy, with a light demand, which is usual at this time of the year. We look for a stronger market after the first of the year, but until then expect a slow dragging market. It seems to be the general opinion here that prices will work some higher after New Years. Very little hay seems to be shipped now and as soon as the accumulation here is out of the way, market ought to do better again. Clover hay and heavy clover mixed seem rather scarce, with a good demand.—W. R. Mumford & Co.

Effective Nov. 21 on Illinois shipments and Dec. 23, 1911, on interstate shipments the Elgin, Joliet & Eastern Ry. will absorb the switching charges of delivering lines up to but not to exceed \$3.50 per car on shipments of grain originating at stations on the E. J. & E. Ry., delivered to connecting lines at 98th St. (South Chicago), consigned to elvtrs. located within the Chicago switching district; also, where the Belt Ry. is used as an intermediate carrier, the E. J. & E. Ry. will assume the Belt Ry.'s interchange charge.—W. M. Hopkins, mgr. transportation Dept., Board of Trade.

At their regular weekly meeting, Dec. 12, directors of the Board of Trade took up the case of Abraham Goldstein charged with uncommercial conduct and, on his plea for more time to prepare his defense, granted a continuance. At the next meeting, Dec. 19, after listening to evidence for three hours, they postponed the case two weeks more. Until recently Goldstein traded in the corn pit for Harris, Winthrop & Co. He is one of the younger members of the exchange and was elected sec'y of the Board of Trade Club a few weeks ago. He is accused of what is known in the parlance of the pit as "skinning trades."

Fire completely destroyed all but the four walls of the Open Board of Trade Bldg. on the morning of Dec. 19. The fire started at 2:30 a. m., and is thought to have been of incendiary origin. Offices on the upper floors were occupied by labor unions, the trading hall by the Open Board and the basement by a large power plant. Heavy insurance was carried by the owner of the building, the Webster Light & Power Co., \$95,500 on building, \$20,000 on rents and \$10,000 on use and occupancy. The fire caused slight damage to the building of the Chicago Board of Trade on the opposite side of the street, which is fully insured at \$745,000.

Some of the larger firms on the Board of Trade are considering as Christmas presents to their employees insurance policies in the Board of Trade Mutual Benefit Ass'n, to run as long as the insured are in the employ of the firm that pays for them. This insurance society is an organization entirely within the Chicago Board of Trade and is limited to members and their employees. In the 19 years of its existence it has paid out over \$600,000 to beneficiaries. The average number of deaths has been 12 per year. Ass't Sec'y W. S. Blowney of the Board of Trade is financial sec'y of the organization and L. F. Gates is chairman of its executive committee.

Membership in the Board of Trade has been applied for by George G. Omerly, William B. Wilson, Charles I. Crumpacker, Trave Elmore, Herman F. Ebrecht, Richard Wagner, Eben D. Norton, Charles H. Benton, Myson Nye Piety, Edwin Mooers and George A. Koehl, Charles L. Hunter, James Hancock, Harlow B. Spencer, Lewis E. Howard, Ebenezer G. Terwilliger, Chauncey S. Cochran and the estates of Melvin I. Neahr, Edwin R. Griesbach, Hugh D. Hunter and J. H. Wrenn have posted their memberships for transfer. The directors recently admitted Robert H. Laney to membership. A membership sold recently for \$2,125 net to the buyer.

The Interstate Commerce Commission has reported on the case brot by the J. J. Badenoch Co. et al. vs. the Chi. & N. W. Ry. Co., involving alleged unreasonable and unlawful rates thru exaction of switching charges on carloads of grain at Chicago under conflicting provisions of the railroad company's tariffs. The commission holds that "where conflicting rules which affect the rate are published, effective on the same date in separate tariffs by the same carrier, the rule which will result in application of the lower rate is the one lawfully applicable to traffic to which such rules apply." The R. R. Co. is required to refund all excess switching charges to the complainants.

The area over which corn is tributary to Chicago market is gradually increasing and Iowa promises to send more corn to this market than in any year in the recent past. Indiana and Ohio have not yet put their corn on the market, but are now starting it forward and we look to see Chicago with so small a demand from the East that dryers at Chicago will find it very profitable to make contract corn, and our stocks here should soon satisfy the demands of the speculative carrier. With the yield so heavy in the territory immediately tributary to Chicago, we expect to see farmers more free sellers below 50c than we have had any idea up to this time they would be.—Adolph Kempner Co.

CHICAGO CALLERS: Tom A. Morrison, Kokomo, Ind.; C. B. Riley, sec'y Indiana Grain Dealers Ass'n, Indianapolis; S. W. Strong, sec'y Illinois Grain Dealers Ass'n, Urbana; Simons A. Carroll, Royal Center, Ind.; and John O. Foering, chief grain inspector, Philadelphia.

James S. Templeton issued a circular, Dec. 22, on the coming election for pres. of the Board and declared himself a candidate along the following lines, with the watchword, "A square deal for all": "That no elevators are to be considered public elevators whose receipts shall be regular for delivery on Board of Trade contracts where grain is held in special bins directly or indirectly by the proprietor. That any grain objected to by parties taking delivery shall be passed on by the grain committee and shall not be returned to public store if rejected. That the grain committee be made up of Robert Kettles, Frank Rice and James Coughlin. That trading in the pit must be shut down at 'tap of the bell' every day. That Board of Trade quotations are to be handled by employees of the board. That the bid price in the pit shall govern closing quotations. That the passage of a rule be made differentiating between the speculative short seller and the 'hedger,' who can prove an effort in good faith to fill his contracts."

John B. Adams died suddenly of heart trouble at his home, Dec. 13, aged 56. He had been a member of the Chicago Board of Trade more than 30 years, served three years as director and on various important committees. He was one of the leaders of the committee which last year had charge of the new Board of Trade building project. In 1906 he ran for the presidency of the Board but was defeated by a small majority. He was the son of Benjamin Adams, Chicago's first miller, whose red mill stood on the bank of the Chicago River at Dearborn St. and who was one of the four brothers, G. P., J. Q., George and Benjamin Adams, known as the "Silvergray Adams," noted for their large operations in wheat, one of whom virtually died in the wheat pit about 20 years ago, and otherwise prominent in early Chicago history. Mr. Adams graduated from Harvard and was a newspaper man, assistant editor of the Chicago Journal, before he went on the Board of Trade. He was a brother-in-law of A. J. White, head of the Board of Trade firm of A. J. White & Co. As Mr. Adams had been on 'change the day before his death, apparently in his usual good health, the news of his demise came as a shock to his fellow members to whom he had endeared himself by his uniform courtesy and kindly manner.

The annual election of officers of the Board of Trade will be held Jan. 8. In reply to numerous expressions of the general desire to have Pres. J. C. F. Merrill remain another year in the position he has so ably filled, he declined on the grounds that his private business needs more of his time than he has been able to give it because of his official duties and that the strain of both would prove more than his strength could endure for another year without injury to his health. It is believed he would have been nominated unanimously, had he agreed to run, as his work as an official for the last three years the last one as president, has impressed all. Walter Fitch, who was president some years ago, is mentioned as a candidate. James S. Templeton circulated a petition for W. P. Tuttle for the presidency and obtained many signatures, altho Mr. Tuttle is a resident of North Dakota and is only in Chicago part of the year. Mr. Templeton avers that if he is "unable to get a man with backbone to take the nomination and one who will stand against the grain elvtr. combine" he will himself run as an independent candidate. Other candidates mentioned are W. L. Gregson, C. H. Canby, E. W. Bailey, J. G. Steever and A. S. White, with a little talk of trying to get James A. Patten to run. Frank M. Bunch, 1st vice pres. of the Board, accepted a nomination as candidate for pres.

After nearly three years of effort, railroads terminating in Chicago and local shippers have agreed on a joint conference committee to settle future disputes over switching charges in the Chicago district, extending from Gary, Ind., on the south to Mayfair and North Evanston on the north, Franklin on the west, and the lake on the east. Members of the committee will be announced soon. This committee will not have authority to establish tariffs, and any shipper or railroad will still have recourse to the Interstate Commerce Commission or some other body for complaints; but it is understood that what is decided by the committee will be generally acceptable to the majority of the railroads and shippers. Last August, after weeks of conference, a uniform minimum was first established. It provides for a charge of \$15 per car for every incoming or outgoing car, with excess on a basis of 2½c per cwt. For cars switched from one point to another within the switching zone a minimum charge of \$9 for 60,000 lbs. and 1½c per cwt. excess of that will be made. When the railroads and shippers first held "get together" meetings, but had no regular committees, every railroad had different switching tariffs.

INDIANA.

Monroeville, Ind.—T. J. Bower will take possession Jan. 1 of the elvtr. he purchased from Ahr & Singer.

La Porte, Ind.—The J. Street Mfg. Co. will soon ask bids for the erection of an elvtr. on the site of the one burned.

Wabash, Ind.—I have disposed of all my elvtrs. to the Morrow Grain Co., which takes possession May 15, 1912.—W. A. Elward.

New Lisbon, Ind.—Joseph and John Leakey and Charles Luellen have bot the elvtr. here of Charles W. Mouch of Newcastle, Ind.

Clinton, Ind.—I have installed a full set of drive belts and elvtr. belts and have put our elvtrs. in tip-top condition.—J. S. Henry, Clinton Grain & Feed Co.

Seymour, Ind.—The Blish Mfg. Co. will add 50,000-bu. storage to its steel tank elvtr. here and 20,000 bus. to each of its houses at Azalia and Grammer, Ind.

Fort Wayne, Ind.—Ground has been broken for the new 50,000-bu. elvtr. of the Egley-Doan Elvtr. Co. on the G. R. & I. The Burrell Engineering & Construction Co. has the contract.

Crawfordsville, Ind.—The Security Storage Co. incorporated to store grain and seeds; capital stock, \$10,000; directors, W. F. Hulet, E. M. Truman, Shirl Herr, E. W. Kortz and E. B. Jamison.

Union Center, Ind.—I have moved to La Porte, Ind., to begin my official duties as county treasurer Jan. 1. I shall continue my grain business here in charge of my brother, F. A. Johanni.—J. L. Johanni.

Attica, Ind.—The old elvtr. of H. C. Martin & Co., recently operated by the Stafford Grain Co., has been torn down. It was one of the old landmarks and shipped out thousands of bushels of grain.

Lyons, Ind.—Morgan & Church have just completed their 20,000-bu. elvtr. It is equipped with Western Sheller and Cleaner, a 25-h.p. gasoline engine and an automatic scale. The Reliance Construction Co. did the work.

Evansville, Ind.—Southwestern Indiana grain dealers thru Charles B. Riley, sec'y of the Indiana Grain Dealers' Ass'n, have asked Purdue University's School of Agriculture to run a seed wheat special thru this section of the state next summer. This section never has been visited by a seed wheat special, such as the Purdue School of Agriculture has run in recent years. It is hoped to run the train over the E. & T. H. and the C. & E. I. and to bring it thru Terre Haute, Vincennes, Princeton, Evansville, Boonville, Mt. Vernon, Rockport, Spencer, Sullivan, Washington, Loogootee and other cities and towns.—L.

A conference of elvtr. operators and millers of northeastern Indiana, northwestern Ohio and southeastern Michigan will be held in Lima, Ohio, Jan. 5. The new corn crop movement, which is unusually late, will be discussed and an interesting program of grain trade topics has been prepared.—T. P. Riddle, sec'y Hay & Grain Producers & Shpr's Ass'n of N. W. Ohio, Lima, O.

The Indiana Grain Dealers Ass'n has been assigned a place on the program at the Purdue University Corn Show to be held at Lafayette beginning Jan. 10. P. E. Goodrich of Winchester will represent the Ass'n and will discuss "The Importance of Saving the Corn Crop." The selection of Mr. Goodrich is apt, as he is an experienced grain man by twenty years and a farmer also.—L.

Nashville, Ind.—Claude C. Bumgarner of Walton, has developed a new variety of seed corn which, it appears, will appeal to farmers who are turning their attention to intensive farming. Bumgarner has been experimenting with seed corn for five years and he now has a variety which runs from 15 to 20 lbs. a bushel heavier than other varieties. The new corn is a blend of the Blue Victor, New Hampshire Flint and Southern American Corn.—L.

Auburn, Ind.—On petition of Jeremiah M. Carmer for dissolution of the partnership of LaDue & Carmer, Wm. M. Leedy of Fort Wayne was appointed receiver, Dec. 19, and at once qualified to take charge of the firm's affairs. Charles LaDue and J. M. Carmer entered into partnership in the grain and hay business Jan. 1, 1905, and later added automobiles and accessories. They established offices in New York in charge of Mr. LaDue, where all branches of the business were cared for; in Auburn, Ind., for the grain and hay business, where the company has elvtrs. and warehouses; and a house at Fort Wayne for their automobiles branch. Mr. Carmer alleges that LaDue abandoned the New York office and closed it Aug. 1, 1911, owing the firm several thousands of dollars and, as the company is badly involved, he considered immediate action necessary.

INDIANAPOLIS LETTER.

For a technical violation of the feed tagging law the Belt Elvtr. & Feed Co. recently was fined \$50 and costs, as stated in "Feedstuffs" column, this number of the Journal.

The Indianapolis Board of Trade will hold a prize grain contest Jan. 16, open to every Indiana grain producer. Premiums ranging from \$10 to \$1 are offered for the best ten ears of white corn and of yellow corn, the best peck of wheat and of oats, and \$5 to \$1 premiums are offered for the best single ear of corn.

Harry Ewing, 19 years old, and Newton Williams, Eaton, Ind., were arrested by local detectives charged with the theft of quantities of corn from cars in the yards of the Indianapolis Elevator Company. Cecil Shield, 19, was arrested for complicity. Sacks of corn were recovered in a store owned by John Rocker and Rocker also was arrested, charged with receiving stolen property.—L.

At the mid-winter meeting of the Indiana Grain Dealers Ass'n, to be held in conjunction with the millers, at Indianapolis Board of Trade Bldg., Jan. 16, the evening session will be addressed by Pres. J. C. F. Merrill of the Chicago Board of Trade and Ex-vice Pres. Charles W. Fairbanks of Indianapolis. W. S. Cowen, chief grain inspector, Chicago; C. G. Watkins, Cleveland, O. An interesting program will be provided.—Chas. B. Riley, sec'y Ind. G. D. Ass'n.

Corn is coming into this market more freely now and, altho there is a shortage in the crop, dealers say the local market will be well supplied, but at a higher price than last year. Buying prices range from 74c to 77c for old corn and from 73c to 75c for new. Illinois and northern Indiana points, which formerly sent hay and grain to Danville and Chicago, are now shipping

to Indianapolis. The dry hot summer ruined much of the hay and oats and dealers say the crop this year is only about one-half that of last year. Not enough oats are on the market to meet the demand.—L.

The right of the Indiana Railroad Commission to compel a railroad to maintain a switch track for the convenience of a shipper will be tested by the Big Four in a case in which Clyde M. Bower of Indianapolis is the petitioner. The railroad company, which recently was ordered by the commission to install a switch at Bower's elvtr., failed to get a rehearing before the commission and will carry the case into the courts. Basing its action on the shippers' law of 1907 the railroad commission contends it is the duty of the railroads to provide convenient facilities for all shippers whose business justifies it. The railroads take the view that they should be the sole judges as to where sidings should be maintained. Bower offered to pay the cost of constructing a switch track to his elevator, but the Big Four refused to build it and was ordered to do so when Bower appealed to the commission.—L.

The fraudulent B/L will receive consideration from speakers who will address the annual convention of the Indiana Grain Dealers' Ass'n in this city beginning January 16 in conjunction with the Indiana Millers' Ass'n. An effort will be made to devise a means of safeguarding banks and receivers of grain against false Bs/L. Bert A. Boyd, treasurer of the Ass'n, believes the adoption of a regulation stamp by each railroad would do away with most of the chances for fraud. Charles B. Riley, sec'y of the Ass'n, recently asked the Indiana Railroad Commission to use its influence with the railroad companies to get a satisfactory safeguard. According to Mr. Riley many grain dealers believe the banks ought to compel local freight agents to file their signatures so bankers may know that the signatures on the Bs/L are genuine when presented with drafts. They also want the stamp of the local agent on the bills as well as his signature and they believe the bills should be executed in ink or in indelible pencil.—L.

IOWA.

Kent, Ia.—Gault Bros. have succeeded H. E. Gray.—Riggs Bros.

Marion, Ia.—The Smith & Knight Grain & Feed Co. has been incorporated.

Blairstown, Ia.—W. C. Geisley has bot the elvtr. of the Western Grain Co.

De Witt, Ia.—I operate two elvtrs. and am the only dealer here.—Chas. Howson.

Stanwood, Ia.—I have rented my elvtr. to the King-Wilder Grain Co.—K. P. Wilkins.

Kinross, Ia.—M. A. Fischer has installed a 5-h.p. gasoline engine in his elvtr.

Ireton, Ia.—G. C. Knowlton has leased the house of the Perry Elvtr. Co.—R. L. Stoben.

Manson, Ia.—The Farmers Elvtr. Co. has replaced its gasoline engine with an electric motor.

Bristow, Ia.—A. N. Morford has retired from the elvtr. business and K. D. Ross has returned to it.

Sac City, Ia.—Orville Lee has built an elvtr. on his farm near here, which he operates by electricity.

Royal, Ia.—The Farmers Elvtr. Co. has bot the house of the Reliance Elvtr. Co. and I am mgr.—Fred D. Phelps

Kirkwood sta., Centerville, p. o., Ia.—R. E. Gamble has bot the interest of his partner, Homer Abbey, and the grain firm of Abbey & Gamble has been dissolved.

Hampton, Ia.—A. P. Hanson has taken possession of the elvtr. here, which he recently purchased from Moore Bros. Co. and has retained Andrew Fransen as mgr., who has had charge for some years. Mr. Hanson has also purchased the residence of A. A. Moore and will occupy it with his family.

West Branch, Ia.—Arthur Gruwell and Russell Reed have bot the grain, coal and implement business of Wm. Marris.

Washta, Ia.—The Farmers Elvtr. Co. incorporated by A. N. Hamilton, W. B. Smith and others; capital stock, \$5,000.

Shelby, Ia.—The elvtr. of W. Murray is closed and we are now the only buyers here.—H. C. Hale, agt. J. F. Dow & Co.

Varina, Ia.—House of the Neola Elvtr. Co. burned Dec. 21 with 40,000 bus. of oats and 3,000 bus. of corn; loss total, \$30,000.

Sewall, Ia.—Milton Liggett has installed a No. 3 U. S. Cleaner, a 40-ft. manlift and a B. S. Constant Chain Drag in his elvtr.

Merrill, Ia.—The Golden West Grain Co. has decided to close up its whole line of elvtrs. on account of poor crops.—F. A. Nickel.

Alexander, Ia.—Hiram Routt of Dallas Center, Ia., has bot the elvtr. here of Azeltine Bros. and will take possession Jan. 1.

Zearing, Ia.—Roy Vincel and R. B. Craft have bot the elvtr., grain business and office of B. L. Cook to take possession in February.

Miles, Ia.—I am now out of the grain business and so is N. J. Millhaem. John L. Franks & Co. sell grain and feed.—C. F. Mundy.

Brainard, Ia.—Brainard Farmers Co-op. Co. incorporated by R. W. Helms, W. S. Smith, W. M. Grimes and others; capital stock, \$10,000.

Libertyville, Ia.—The Libertyville Farmers Elvtr. Co. is building a house on a site furnished by the Rock Island. Chas. H. Miller is mgr.

Lacona, Ia.—We expect to rebuild in the spring our elvtr. that burned Nov. 28. All the machinery and some grain destroyed.—G. J. Stewart & Co.

Eldora, Ia.—H. A. Schmitt of Wellsburg, Ia., has bot the grain and coal business here of Peter Jensen. The house is known as the Iowa Central Elvtr.

Zwingle, Ia.—Mr. Cahill of Lamotte has purchased the grain warehouse here and two sets of scales of F. C. Cota and has employed John Austin as buyer.

Hastings, Ia.—W. B. Caven of Prescott, Ia., has bot the elvtr. here that McFarland & Hatfield, its former owners, recently purchased from Turner Bros.

Davenport, Ia.—An order from court has been granted approving the sale of 20 shares of stock of the Davenport Grain & Malt Co. by the executor of the estate of the late Carl M. B. Hass for \$1,500. An objection by one of the heirs made it necessary to obtain the court's order.

Decorah, Ia.—With regard to the decision of the Winneshiek County Court that the Decorah Farmers Co-operative Society is a combination in restraint of trade and enjoining it from enforcing the penalty clause, as published in the Journal Dec. 10, page 847, E. G. Dunn of Mason City, Ia., sec'y of the Iowa State Farmers Co-operative Ass'n, says: "It is not a surprise to learn of this decision. I was advised nearly three years ago that under our laws as they now stand a court would probably hold that it was beyond the power of a corporation thus to control its members by adopting such by-laws. The result of the decision will be the immediate demand by the farmers of Iowa for a change in corporation laws which will permit farmers to form companies in a manner that will prevent a member of the society from taking all the advantage of the market made by the co-operative society, and selling to its competitors. We all know that the commission or maintenance clause has been an aid to free trade by enabling the independent company to collect enough to meet its expense while being made the victim of disastrous competition. To meet competition the farmers elvtrs. in early days adopted the maintenance clause. They needed it then. They were few and the competition of the big line houses was disastrous. Today, with 324 farmers' elevators in northern Iowa we don't need it any more."

Perkins, Ia.—The Atlas Grain Co. is not now operating its house here. The Canton Grain Co. has the elvtr. formerly operated by George H. Barber.—J. Eppinga.

Forest City, Ia.—The elvtr. of Henry Denzel burned to the ground Dec. 14; some insurance on the building.—A. J. Bangs, agt. Western Elvtr. Co., Lake Mills, Ia.

Ralston, Ia.—The Farmers Elvtr. Co. has installed an automatic scale, a Hess Drier and a manlift in its elvtr. and has put an adding machine and a typewriter in its office.

Popejoy, Ia.—A fire in the elvtr. office of Dodd & Schlosser, Dec. 11, was extinguished with about \$50 damage. Fire extinguishers idle for years played an important part.

Center Point, Ia.—The Farmers Co-op. Grain & L. S. Co. incorporated to deal in grain, feed, coal, implements and farm products; capital stock, \$10,000. Its new elvtr. is almost completed by the Newell Construction Co.

KANSAS.

Hewins, Kan.—M. H. Taylor has succeeded J. M. Pope & Co.

Clayton, Kan.—I will spend the winter in Pasadena, Cal.—J. E. Rule.

Maple Hill, Kan.—The elvtr. on the ranch of H. G. Adams burned recently.

Hope, Kan.—J. S. Strickler & Co. of Ramona have entered the grain business here.

Girard, Kan.—J. W. Reckaway has bot the 8,000-bu. elvtr. of Morrow & Taaffe for \$6,500.

Bentley, Kan.—A. E. Barkmeyer has bot the elvtr. of W. T. Temple and will install a feed mill.

Dillon, Kan.—Wm. Sandow now operates the elvtr. formerly operated by Sandow & Son.—A. F. Sandow.

Wheaton, Kan.—J. S. Force has purchased the house here of the Hauck Elvtr. Co. and will operate it himself.

Chapman, Kan.—Perry Frazier has doubled the capacity of the elvtr. he purchased from the Carroll Mlg. Co.

Leona, Kan.—Thomas L. McCormick will have the cupola of his elvtr. enlarged and will install an automatic scale.

Beulah, Kan.—Christian Hitz, a miller of Girard, Kan., has bot the 5,000-bu. elvtr. here of Morrow & Taaffe for \$2,500.

Padonia, Kan.—C. A. McCoy, James Harding and James Brigham are the leading stockholders in the new farmers' company that is planning to build an elvtr.

Grove sta., Delia p. o., Kan.—The new grain firm of Whitney & Sebring of Topeka has obtained a site here, on which to build a 10,000-bu. elvtr. in the spring.

Sabetha, Kan.—The Derby Grain Co. has remodeled its office building and equipped it with up-to-date appliances. It now has one of the best grain offices in the state.

Hutchinson, Kan.—S. H. Pitts, formerly our mgr. at this point, has severed his connection with us and engaged in business for himself. Our office here has been closed.—The Kemper Grain Co., Kansas City, Mo.

Baileyville, Kan.—The Griffith Grain Co. is remodeling its elvtr. and enlarging it, putting on a metal roof and iron siding, replacing its 7-h.p. gasoline engine with one of 14-h.p. and installing a 3-pair high roll grinder.—R.

The 16th annual meeting of the Kansas Grain Dealers Ass'n will be held in Kansas City probably in the latter part of February. We invite suggestions from members to make it a success.—E. J. Smiley, sec'y, Topeka, Kan.

S. J. Owens, one of the Nebraska directors of the Kansas Grain Dealers Ass'n, has resigned to engage in other business and B. P. Hubbard, mgr. of the Juniata Grain & L. S. Ass'n of Juniata, Neb., has been appointed to succeed him.

Robinson, Kan.—G. G. Weichen is having his elvtr. remodeled.

Canada, Kan.—Karl Ehrlich, who was in the grain business in the nineties, with headquarters at Marion, has returned to the trade. He has taken over the elvtrs. here and at Lehigh, Kan., that belonged to A. Burkholder and operates under the name of the Karl Ehrlich Grain Co.

Louisburg, Kan.—W. A. Schwartz, C. H. Morgan and Earl L. Reed have bot the elvtr. and feed business of Mathias Reed and will take possession Jan. 10, by which time they will have decided on a firm name. Mr. M. Reed, who owned and operated the elvtr. and a small feed mill for 42 years, is 74 years of age and will retire from the business.

Topeka, Kan.—An elvtr. and a mill are the only two industries in Kansas that can compel a railroad to build a switch. This fact was discovered by the public utilities commission in the case of a Kansas City firm that attempted to force the railroad company to construct a sidetrack and switch and appealed to the commission for help, which it has found it is powerless to give.

Carriers will attempt to solve the temporary grain door question by authorizing agents for the company to purchase material from local lumber dealer at points where they neglect to furnish the necessary material for constructing temporary doors. All agents on all Kansas lines have this authority and we suggest that you ask your agent if he has received such authority; if not, write his superior officer for such authorization.—E. J. Smiley, sec'y Grain Dealers Assn.

New members of the Kansas Grain Dealers Ass'n are: The Farmers Elvtr. Co., Morganville, Kan.; L. M. Pratt, Wetmore, Kan.; Burlingame Grain & Elvtr. Co., Burlingame, Kan.; Farmers Elvtr. & Mercantile Co., Stafford Kan.; Robert J. Lewis, Home City, Kan.; Stauffer & Carmack, Columbus, Kan.; Oneida Farmers Shipping Ass'n, Oneida, Kan.; Studer Bros., Price p. o., Sabetha, Kan.; Albert Maust, Falls City, Neb.; Mangelsdorf Bros., Atchison, Kan.; and H. F. Hess, Brenner, Kan.

Kansas City, Kan.—The finding in the suit of the attorney general of Kansas against the trunk railways, and grain elvtrs. of Kansas City, Kan., was completed by Special Master Frank H. Foster, Dec. 13, and filed with the supreme court three days later, after hearing evidence 54 days. The suit was brot by elvtr. men and railroads in this city to test the constitutionality of the law passed by the last legislature regarding grain inspection in Kansas elvtrs. and whether the fee charged for such inspection is excessive.

The Frisco has recently made a radical change in settlement of claims for visible damage at stations on its lines. For years on practically all roads, when a shipment arrived at destination and was refused on that account, report was made to shipper and disposition asked. Shipment was generally brot back to shipper free of freight or storage charges and he made claim for actual damage, in many instances trifling; but the shipper had lost his sale and the railroad had hauled the shipment free, unsatisfactory to both. Under the new plan when consignee proposes to refuse acceptance on account of damage the agent says: "No; this is your property; bring your invoice and get actual damage at once." This only in cases of visible damage amounting to less than \$50. Another innovation is explained by Ass't Gen. Mgr. Levy, who supervises the Frisco's loss and damage claims. He says "We shall endeavor to settle all damage claims within 30 days; if at the end of 30 days we can not make a voucher or compromise proposition or decline claim we will write claimant, explaining why we are not able to do so and such letters will reach them every 30 days until claim is finally disposed of." This forward step deserves our members' highest commendation.—E. J. Smiley, sec'y Kan. Grain Dealers Ass'n.

Waco sta., Peck p. o., Kan.—The new elvtr. of the Arkansas City Mlg. Co., managed by A. M. Carter, bot 7,000 bus. of wheat and 12,000 of corn before it was entirely completed.

Since June 1 our scale expert has examined 381 scales: 268 platform or wagon, 88 hopper, 9 track and 11 automatic. Of the 268 wagon scales 175 were found in good condition and weighing correctly and 95 out of condition and weighing incorrectly; 26 of the 95 wagon scales were repaired on the ground. Of the 88 hopper scales inspected 58 were found weighing correctly and 30 out of condition; 25 of the hopper scales were adjusted or repaired. Of the 9 track scales examined 4 were found in good condition and five not weighing correctly, 4 of these were repaired. Of the 11 automatic scales examined 4 were found in good condition and weighing correctly and 7 weighing incorrectly, these were easily adjusted. The 95 platform scales were found not weighing correctly for the following reasons: Not properly installed, frame timbers decayed, bearings worn, binding; bearings sharpened by country blacksmith, nose irons moved since installed, coping built too close to frame, beam out of plumb, pit filled with trash and dirt. Thirty of the hopper scales were not weighing correctly for these reasons: Hopper built too close to bin, levers out of level, foundation not level, beam rod binding, steel-yard rod rubbing. Seven of the automatic scales were not weighing correctly because scale capacity was greater than elvtr. capacity and no receiving hopper. Wishing to avoid any possible deficit we discharged our scale expert Nov. 10. Whether this service will be continued will depend on the action taken by the membership of the Kansas Grain Dealers Ass'n at our next annual meeting.—E. J. Smiley, sec'y Kan. G. D. Ass'n.

WICHITA LETTER.

Frank Geoffrey, who has been connected with the Nevling Elvtr. Co. for the last year, has bot an interest in the Independent Grain Co.

The firm name of the J. R. Harold Grain Co. will be changed Jan. 1 to the Harold-Harrod Co. L. H. Harrod came here from Arkansas City last April and purchased a half interest in the business.

E. V. Mashburn, who has been with the Oklahoma Export Co. of Oklahoma City, Okla., is now with the Nevling Elvtr. Co. He is one of the popular members of the grain trade in the Southwest and received a hearty welcome at the Wichita Board of Trade.

The suit brot by the Wichita Board of Trade Clearing House against Henry J. Nickel and the Massachusetts Insurance & Bonding Co. was ended Dec. 16 by a verdict in favor of the defendants. When Nickel was mgr. of the clearing house in 1910 irregularities caused losses to members of about \$10,000 and suit was brot against him and the bonding company to recover this. It appears the loss did not occur because Nickel appropriated the amount involved but because of failure to record transactions properly and to collect and correctly credit marginal money. Mr. Nickel admitted having appropriated a check for \$150 but alleged that he returned that amount later. The larger loss occurred in such a manner it was very difficult to trace its source which was generally thought to have been speculation carried on by Mr. Nickel or with his knowledge. The bonding company's attorneys argued that its bond indemnified only against losses thru acts that amounted to embezzlement or larceny and the plaintiff contended that its bond insured the ass'n against any acts of its manager, whether criminal or not, that resulted in loss. The court held with the bonding company and refused to instruct the jury that it was not necessary to prove embezzlement or larceny, and on this ruling an appeal may be taken. The verdict was a great disappointment to members of the Board of Trade.

At the annual meeting of the Southern Kansas Millers' Commercial Club in this city, Dec. 14, C. V. Topping of Oklahoma City was elected sec'y to succeed F. D. Stevens who resigned after nine years' service. Consideration of claims filed with railroad companies for re-imbursement of cost of cooping cars for loading with grain or grain products brot out the information that the railroads which carried tariffs providing for such payments were refusing to make payments. Sec'y Topping explained that these claims could be collected.

Grain men are discussing the Wichita Board of Trade's removal into new quarters in the Bitting Block, now under construction, at the expiration of their lease in 1913. Bitting Bros. intended to finish only four stories of the 12-story building they are erecting this year, but as the grain men desire to have a pit with a dome and the two top floors of the building, they will rush completion of the structure if the Board of Trade will contract for the desired space, and will have it ready for them when their present lease expires. Nothing definite has been decided.

KENTUCKY.

Louisville, Ky.—H. Verhoeff & Co. will install a 10,000-bu. Hess Drier.

Millersburg, Ky.—E. W. Ammerman and David Clark will open a grain and coal business.

Louisville, Ky.—George Kerber, a grain dealer, died at his home recently, of apoplexy, aged 50. He was born in this city and had been in the grain business most of his life.

Louisville, Ky.—Alfred Brandeis, head of the grain firm of A. Brandeis & Son, has been signally honored by the Louisville Board of Trade by election to life membership, in recognition of his services in promoting the business progress and general welfare of the city. The only other life members are Marion E. Taylor and Bennett H. Young.

LOUISIANA.

New Orleans, La.—The Ill. Cent. Elvtr. "E" at Stuyvesant Docks has had a drier installed by the government and also a thermometer thru the tanks, registering temperature of the grain.

New Orleans, La.—Receipts of grain in November aggregated 20,000 bus. of wheat, 184,600 of corn and 167,000 bus. of oats. Shipments included 2,011 bus. of wheat, 84,203 of corn and 2,568 bus. of oats.—H. S. Herring, sec'y Board of Trade.

New Orleans, La.—J. Henry Lafaye, senior member of the brokerage firm of J. H. Lafaye & Son, and prominent in the local grain and flour trades, died Dec. 14 after a protracted illness following a stroke of paralysis. He was a charter member of the old Produce Exchange and continued as a member until its merger with the Board of Trade, of which he was president in 1903 and 1904.

Westwego, La.—George W. Roth, former superintendent of Texas & Pacific Elvtrs. here, died Dec. 7 at his home in New Orleans, aged 53. He is survived by his widow, two sons, a daughter and seven brothers. He was born in Bethlehem, Pa. While young he moved to Kansas and engaged in the grain business there until 1892 when he took charge of the elvtrs. at this point and remained until last year.

MARYLAND.

BALTIMORE LETTER.

The contract for the plans of the terminal elvtr. of the Pennsylvania R. R. at Baltimore has been let to James Stewart & Co.

The petitions of Emory Kirwan and of Walter Kirwan for discharge from bankruptcy will be heard in U. S. District court in this city, Jan. 20.

At the monthly meeting of the directors of the Chamber of Commerce, Dec. 12, Charles England, Joseph Reynolds, Charles S. Schermerhorn, A. F. Sidebotham and Walter F. Macneal were elected a nominating committee to select the regular ticket for five new directors to serve during the ensuing three years.

In the old commonwealth of Maryland with Baltimore its queen city, the spirit of Yuletide was never stronger in trade and business organizations as the present Christmas has demonstrated. The Baltimore Chamber of Commerce with its membership of grain traders and exporters is permeated with the atmosphere of good will, well-wishing and in former years was the scene of great jollification. The older members of the Chamber will remember the celebrations of Christmas Eve. Until a few years ago the floor of the 'Change was the scene at Christmas of a veritable happyland, where the sedate grain traders were boys once again, where they played practical jokes on each other, where special music banded out appropriate programs and where for hours pandemonium reigned supreme. Former Mayor J. Barry Mahool, one of the best known members of the Chamber, remembers how scores of grain traders armed with an inflated pig-bladder went the rounds whacking their fellow members therewith. Other members remember how a beef bladder would be captured and kicked about as a foot-ball until some hefty member jumped on it with both feet creating an explosion. Many offerings at Christmas come to the members of the Chamber. Those who have shippers from the South are sent barrels of holly and mistletoe which are used in decorating the Chamber. The machinations of a dishonest member of the Kirwan Bros. firm caused the wrecking of their firm recently and the smiling faces of the Kirwan Brothers will certainly be missed at the Yuletide celebration. Former Mayor E. Clay Timanus, a great big member of the Chamber, is a dead ringer for Kris Kringle, except he is without the flowing beard. His ruddy cheeks and pleasant smile have caused scores of his friends to greet him as Santa Claus.—W.

As a beginning of the effort to safeguard Bs/L to prevent forgeries, the Baltimore Clearing House, acting with the Baltimore Chamber of Commerce, has decided to put in force the plan providing for stamping the bills when drawn on local merchants with the following notice: "This bank notifies all persons that in collecting the draft to which this B/L was attached, it is acting as a collection agency only, and is not responsible for the genuineness of this bill, nor for the quantity or quality or delivery of the goods called for thereby, nor for the genuineness of the endorsement thereon." This is to be signed in writing by the cashier of the receiving bank. With such stamping it is said it will be impossible to give currency to a fraudulent paper without the collusion of some second party at the place of issuance. To add another safeguard to the measure the Clearance Bureau of the Chamber of Commerce will be in operation on Jan. 6, 1912. The banks loaning money on Bs/L will daily furnish the bureau with facts which will permit prompt tracing of all cars named in the bills. The bureau will daily report to interested banks that it has notice from the railroads of receipt of manifest or other matter confirming the genuineness of paper and also that notice has been sent consignee of actual arrival of car. The carriers entering Baltimore have agreed to co-operate with the bureau in promptly furnishing information desired. A further agreement is to be entered into by four-fifths of the Baltimore banks to the effect that they will decline to accept as collateral from any customer any Bs/L which shall not bear the signed stamping or the certificate of a delivery carrier in Baltimore that it is a genuine bill. Members of the Chamber of Commerce have agreed that the plan is an excellent one to prevent forgeries such as the Pitt and Hindes cases in this city.—W.

MICHIGAN.

Menominee, Mich.—The Menominee Mlg. Co. is considering building an elvtr. soon.

Onaway, Mich.—Laur Bros. have purchased the Kates mill and will convert it into an elvtr. and a feed mill.

Merrill, Mich.—P. L. Perkins, mgr. of the Merrill Elvtr. Co., has had electric lights installed thruout the house.

Sparta, Mich.—The elvtr. of the Sparta Mlg. Co. burned a few days ago. Much other property was destroyed; total loss, \$200,000.

Detroit, Mich.—Robert Brandt of the grain firm of Cushing & Brandt, New York, has been admitted to membership in the Detroit Board of Trade.—F. W. Waring, sec'y.

Millington, Mich. — The Millington branch of the Sioux City Seed & Nursery Co. has bot out the Millington Hay & Produce Co. that has been operated as a branch of the Vassar Hay & Produce Co.

Detroit, Mich.—Claire Barrett of Botsford & Barrett is said to have disappeared Dec. 19 leaving the books of the firm in bad shape and shy about \$10,000. The firm at one time did a very good business in grain, stocks and bonds, with leased wires to New York and Chicago. Mr. Barrett formerly resided at Jackson, Mich., where he was employed by S. M. Isbell & Co. His friends refuse to believe the rumors in circulation until they have been substantiated.

Detroit, Mich.—Receipts of grain in November aggregated 198,687 bus. of wheat, 487,531 of corn, 163,691 of oats, 37,416 of barley and 28,975 bus. of rye; compared with 188,074 bus. of wheat, 348,187 of corn, 255,722 of oats, 69,027 of barley and 31,226 bus. of rye received in the same month last year. November shipments included 17,117 bus. of wheat, 182,739 of corn, 10,565 of oats, 2,242 of barley and 12,776 bus. of rye; against 6,101 bus. of wheat, 317,241 of corn, 3,000 of oats, no barley and 25,752 bus. of rye shipped in Nov., 1910.—F. W. Waring, sec'y Board of Trade.

Detroit, Mich.—At the recent inquiry concerning Michigan demurrage, held by Commissioner Donaldson, Joseph Robinson Cavanaugh of the Big Four's freight department testified that the rule allowing three days for loading and unloading cars in this state is an injustice to both shippers and roads, as it ties up equipment and makes it impossible for railroads to give as good service as they could on a shorter time allowance. He said the three days' allowance acts practically as a rebate, while the different detention rules in each state increase cost of transportation.

Caro, Mich.—The Saginaw Mlg. Co. has bot the elvtr., grain and produce business of the M. H. Vaughan & Sons Co. and will continue the business in the same location under the name of the Tuscola Elvtr. Co. O. S. Roby, who has been in this territory for the last four years for the Vassar Hay & Produce Co., will be local mgr. for the new company. The Vaughan Co., a corporation composed of M. H., C. F. and H. M. Vaughan, will be dissolved. M. H. Vaughan has been in business here for 25 years, 15 of which he spent in the location now occupied by the Caro Elvtr. Co. and the last ten where he sold. He will continue to live in Caro where he was born. His two sons, H. M. and Charles, who have been active in the business, will remain here for a time in the employ of the Tuscola Elvtr. Co.

MINNESOTA.

Hoffman, Minn.—Hoffman Farmers Grain Co. incorporated; capital stock, \$10,000.

Hope, Minn.—The Speltz Grain & Coal Co. has had its gasoline engine repaired.

Mapleton, Minn.—The Hunting Elvtr. Co. is considering building an elvtr here next spring.

Duluth, Minn.—Lamb, McGregor & Co. of Minneapolis have discontinued their Duluth office.

De Graff, Minn.—J. C. Crotty has succeeded me as buyer for the Hennepin Elvtr. Co. at this station.—F. M. Goggin, Wauchope, Sask.

St. Paul, Minn.—Clarence C. Gray has taken over the elvtr. and mill of the Loftus-Hubbard Co. and will operate them in connection with his grain and feed business.

Duluth, Minn.—The Peavey terminal elvtr. and annex, owned by the Globe Elvtr. Co., and Elvtr. B of the Consolidated Elvtr. Co. have been licensed by the R. R. commission to operate as public warehouses.

Kilkenny, Minn.—The new house of the Farmers Elvtr. Co. is about ready for business. Equipment includes automatic scales, manlift and a 20-h.p. gasoline engine. J. W. Burke is pres.; J. B. Smith, sec'y and Arthur Dynes, treas.

Claremont, Minn.—Ross Lowe from Highmore, S. D., who recently became local agt. for G. W. Van Dusen & Co., has resigned because he could find no place here for his family to live, and has been succeeded by an unmarried man from Philip, S. D.

MINNEAPOLIS LETTER.

Austin S. Cargill and W. G. Miller have been elected to membership in the Minneapolis Chamber of Commerce.

The Northern Grain Commission Co. incorporated by A. E. Zonne, George F. Metcalf, A. E. Cawcutt and F. C. Nass of this city; capital stock, \$25,000.

Dissension in the Minneapolis Hay Exchange has resulted in the organization of the Minneapolis Hay Board of Trade with C. C. Chambers, pres.; W. E. Culbert, vice pres. and T. J. Tierney, sec'y-treas.

E. S. Ferguson and S. P. Christensen have applied to the Chamber of Commerce for traveling licenses. They will represent the United Grain Co. A traveling license has been issued to Thomas Flood as representative of the Cargill Elvtr. Co.

Because of the illness of an attorney, the hearing on the petition of the Gt. Northern R. R. Co. for permission to abandon the switching rate of \$1.70 per car on grain between Minnesota Transfer, Minn., and St. Paul and Minneapolis and substitute a charge of 2c per cwt., which was to have been held Dec. 8, was postponed by the state R. R. and warehouse commission until Jan. 15. The principal firm affected, the Northwestern Elvtr. Co., protests that the present rate is entirely adequate and that the proposed rate would increase the cost to \$12 per car.

A crusade against unlicensed commission merchants was started in this city, Dec. 19, by the state R. R. and warehouse commission when a poultry salesman was brot into municipal court charged with operating a commission house without a license. He plead guilty and alleged that he did not know the law required him to take out a license. He was given minimum fine, \$25. C. F. Staples of the commission says fully 500 men in Minnesota are doing a commission business without a license, 300 of whom are in the twin cities. The license regulation was provided to protect shippers and insure their returns from shipments, as many frauds are perpetrated by unlicensed commission men, Mr. Staples says, who solicit consignments and pocket proceeds without sending money to the consignor. Charles Watson, a special agent of the commission, is making an investigation under instructions to swear out complaints against any found doing a commission business without a license, as the law requires each individual or firm acting as middleman between producer and consumer, on a commission basis, not only to take out a license, but to file a bond of \$2,000.

MISSOURI.

Hartsburg, Mo.—L. Busch has bot the interest of N. G. Moore in the Hartsburg Elvtr.

Wellsville, Mo.—I have bot the elvtr. of Fred Blattner at Wellsville and will handle hay, feed, seeds and grain here after Jan. 1st.—C. W. Glynn, Girard, Kan.

KANSAS CITY LETTER.

The Nelson Grain Co. has moved into its new warehouse.

R. T. Brook of the Brook-Rauch Mill & Elvtr. Co. of Little Rock, Ark., has moved to this city and, having bot the certificate of C. E. Ryle, has applied for membership in the Board of Trade.

A resolution effective Dec. 16 has been adopted by the Directors of the Kansas City Board of Trade, compelling all members, except regular mills dealing in grain and feedstuffs, loading out of elvtrs. or warehouses, whether bulk or sacked, to load under the supervision of the Board of Trade weight department and to pay a fee of 50c if the department counts the bags and an additional 50c if it also weighs the loading.

ST. LOUIS LETTER.

Langenberg Bros. & Co. have constructed an Ellis Drier in addition to their Rogers Elvtr.

Fairly good movement of oats from Iowa at present.—C. L. Wright, John Wahl Commission Co.

The well stocked grain and hay warehouse of Allhoff Bros. burned Dec. 12. Loss, \$15,000; insurance, \$10,000.

The Saxony Mills are installing a Constant Manlift in their new plant. The Macdonald Engineering Co. has the contract.

J. C. Lincoln, traffic commissioner of the Merchants Exchange has tendered his resignation to the board of directors, to take effect February 1.

Receipts of hay have been good until recently, advices are very light at present, but expect good movement within a short time.—F. M. McClelland & Co.

Toberman, Mackey & Co. have completed a 60x25 ft. ironclad warehouse to replace the one recently burned. The new building was put up in five days.

Have had a good run of corn lately, but poor quality; contains a heavy per cent of rotten grains and moisture and we kiln dry most of it.—Langenberg Bros. & Co.

The bill allowing the Merchants Exchange to erect a wagon scale at Second and Taylor St. has been favorably reported by the legislation committee of the City Council.

John Dower, supervisor of the department of weights of the Merchants Exchange, reports that there were received at St. Louis during November 174 cars with leaking grain doors, 28 leaking over grain doors, 1,042 with leaking boxes, 29 with leaking end windows, 590 cars not sealed, 67 with end windows not sealed and 41 with end windows open.

Christian Bernet, first vice-pres. of the Merchants Exchange was unanimously nominated for Pres. of the Exchange on the regular ticket at a recent meeting. Other nominations were John L. Messmore, now second vice-pres., for first vice-pres., and Marshall Hall for second vice-pres., Edward D. Tilton, Jacob Schreiner and Samuel D. Capen were named for directors. James W. Garneau, the retiring pres., will in accordance with the custom of the Exchange become a member of the Board of Directors. The retiring directors are Edward E. Scharff, Charles F. Beardsley, William T. Hill, Parker H. Litchfield and Colin L. Wright. The regular election will be held Jan. 3.

MONTANA.

Inverness, Mont.—The St. Anthony & Dakota Elvtr. Co. has begun work on a new 24x48 grain storage house.

Hilgersville, Mont.—The Western Grain & Lumber Co. is buying wheat here and will probably build an elvtr in the spring. Three grain companies are now operating here and in the vicinity, but no elvtr. has yet been erected.

Glendive, Mont.—Farmers elvtr. companies have been organized and will build elvtrs. at Crane, Newlon, Sidney, Ridgelawn, Fairview, Stipek, Ontake, Burns, Savage and Glendive, capitalizing each one at \$20,000 and operating them on the co-operative plan. The main office will be at this station. E. J. Berry is pres., Chas. McCrossen, vice-pres., Don A. Freeman, sec'y-treas., and C. R. Schain, gen. mgr. of the Farmers Elvtr. Co. at Glendive.

NEBRASKA.

De Soto, Neb.—The Holmquist Elvtr. Co. has built a 10,000-bu. elvtr.

Omaha, Neb.—The Thompson Grain Co. is out of business.—G. C. Thompson.

Beatrice, Neb.—Charles A. Lewis has bot and is now operating the elvtr. of H. H. Norcross.

Milford, Neb.—C. J. Gumbel of Seward has bot the elvtr. of Rudolf Unzicker at this point and will move here at an early date.

Austin, Neb.—I have leased the elvtr. of the Omaha Elvtr. Co. at Austin, also the elvtr. of Dinsdale Bros. at Palmer, Neb.—E. G. Taylor, Loup City, Neb.

Howe, Neb.—E. P. H. Rhodes has bot the elvtr. interests of John Mayer who is now deputy county treas. Mr. Rhodes will take possession of the elvtr. Jan. 1.

Juniata, Neb.—The Juniata Grain & Live Stock Co. will build a 15,000-bu. elvtr. in the spring on the site of its present Burlington elvtr., which was bot last year from the J. M. Sewell Grain Co. Work of tearing down the old elvtr. will be started at once.

Lincoln, Neb.—An appeal to the Supreme Court has been made by the Nye Schneider Fowler Grain Co. from a judgment for \$1,248 awarded Carl Carlson, a carpenter, for injuries he received by the falling of a scaffold upon which he was working, while tearing down a portion of the elvtr.

Omaha, Neb.—I have been with the Cavers Elvtr. Co. here for the past three years and have just recently begun business for myself under the name of the Rainbolt Corn Co. I intend to handle consignments on this market and to also do a brokerage business, especially in coarse grains for the Southern trade.—C. S. Rainbolt.

NEW ENGLAND.

Littleton, N. H.—H. A. Easton & Son have opened a grain, feed and flour store.

Bristol, N. H.—Morrill & Kirk have bot the mill of F. S. Kirk and will continue the grain business.

East Brownfield, Me.—The grain and merchandise store of J. E. Clements, burned to the ground, Dec. 12; loss, \$15,000.

Salem, N. H.—Woodbury J. Brown has retired from the grain business and will devote his time exclusively to his lumber interests.

Hillsboro, N. H.—W. C. Dennison is building a mill to be operated by gasoline power, the old water mill being now used by the owners.

Hartford, Conn.—Judge Greene in the Superior Court here recently heard evidence in the suit by W. H. Merritt & Co., of Chicago, against the L. C. Daniels Grain Co., to recover damages for the alleged failure of the latter to accept 15,000 bus. of No. 2 yellow corn on contract in April, 1909. One lot was bot at 80½c and another 81¼. After the refusal to accept some was sold as low as 69½c. Defendants allege documents were defective inasmuch as there had never been a tender of Chicago No. 2 yellow corn. The sale was made in Boston by J. F. Hammers & Co. to Fred L. Cressey, an agent of the Daniels Grain Co., which had given orders for shipment to Hinsdale, Mass., and Brunswick, Me.

Charlestown, Mass.—James E. Preston, driver for Geo. H. Dix, grain and hay dealer, was held to the grand jury, Dec. 13, on the charge of forging a check for \$130, bearing the name of and endorsed by his employer and signed with the name of a customer. Arthur Boynton, a sailor on board the U. S. S. Utah, was also held for attempting to pass the check. Bail for both men was fixed at \$200 each.

BOSTON LETTER.

R. J. Hardy & Sons say that the demand for clipped oats has now reached such a general inquiry that all the oats they handle are that kind and with other firms reclaimed oats are about the only sort they sell.

Boston, Mass.—Charles M. Cox is personally conducting a trip of his selling force, numbering 12, on a visit to New York, Philadelphia, Baltimore, Washington and Atlantic City in celebration of the twenty-fifth anniversary of the existence of the Chas. M. Cox Co., grain and feed dealers of Boston and New England.

Boston, Mass.—The demolition of the old New Haven Grain Elevator is progressing slowly on account of the solidness of its cribbed construction. Fifty men have been working on its since August and the building is not half down. It is one of the oldest elevators in New England and was ordered torn down after being condemned as a fire nuisance.

The New England trade, say J. E. Soper & Co., still hold for yellow corn. There is very little sale for mixed corn, and none at all for white, except in the spring for seed and fodder. Being the pioneer firm in the introduction and sale of cotton seed meal, they handle a large amount of it in the season and are having a good demand at the present time.

C. F. & G. W. Eddy, Inc., are doing both local and export grain business. At present they are handling considerable Canadian wheat received in Boston in bond for export. In connection with their cash grain trade, they execute a considerable volume of sales of grain for future delivery on margin in Chicago and other western markets.

Charles M. Cox Co. has for many years made a specialty of feedstuffs, and a feature of the business, in contrast with earlier times, is that there is now no demand for feed in bulk, the trade all want sacked feed and prefer the hundred-pound package to larger sacks. Some years ago the firm became the agents for Buffalo Gluten Feed, and have since built up a large demand for it.

Speaking of consigned grain, Noyes & Colby expressed the belief that in a general way, and certainly in case of their own firm, shippers should take the matter up in advance of making a consignment of grain, for the reason that if a firm is loaded up with grain bought for their own account, it is not in a position, as a rule, to handle to advantage and in a satisfactory way, commission stuffs.

Owing to the fact that the bulk of the grain and feed handled by Boston shippers in the domestic trade is distributed throughout New England, and that most of the points in this territory take Boston rate of freight, in case of grain it is not sold on official weights and regular grades of inspection being final, unless otherwise specified and agreed upon when the contracts are made. Where shipped from western country points and official weights cannot be furnished, weights are guaranteed within one per cent, and the grain is resold on the same basis. Referring to the changed conditions, D. W. Ranlet Co. states that now no grain is even locally handled from public elevators; the three large elevators here confine their business to export grain, and all other elevators are private warehouses. There being no local option business, there is no occasion for storing grain in public houses for delivery on contracts for future delivery, and all trading in futures is done in the Chicago and other markets, either direct or through local brokers.—B.

With regard to the receipts of new corn, Henry Jennings says that as compared with last year at this season the quality is not as good, but this refers mainly to shipments made in the latter part of October and early in November, and also to the fact that in this section there was considerable rainy and mild weather during the first half of December, which was unfavorable for corn that was not dry. As usual at this season, some western concerns are shipping kiln dried corn.

D. F. Parker states there is a good demand for chicken wheat, and that the best selling is the better grades, for buyers feel that the spread in price between good and ordinary wheat is not as great as the difference in quality warrants should be the case, a matter only of five cents for example between sound wheat and rejected and burnt wheat renders the former the best value for the cost. There is some sale for Kaffir corn, but it does not gain much ground with the poultry trade.

NEW JERSEY.

Plainfield, N. J.—John Joseph Fitz Randolph, for many years prominent as a grain dealer in New York City, died Dec. 10 at his home at Plainfield.

NEW YORK.

New York, N. Y.—Following the custom of the last few years, the New York Exchange will give its annual entertainment for poor children on the floor of the Exchange Dec. 31. L. A. Morey and a committee are hard at work making arrangements to entertain 2,000 youngsters, while the financial committee is working overtime to secure the necessary funds.

BUFFALO LETTER.

The elevator of A. Nowak & Son, containing \$50,000 worth of grain, feed and cut hay, burned Dec. 13, but the remainder of the \$200,000 plant was saved.

The suit of Spencer Kellogg against the Steel Storage & Elevator Construction Co. has been settled out of court. The suit was started on account of the alleged failure of the defendants to complete the Kellogg Elevator on time.

Leonard Dodge, sec'y-treas. and general manager of the Frontier Elevator Co. since 1866, died at his home, Dec. 12, after a two weeks' illness. He was the first president of the Chamber of Commerce and had been prominent in Buffalo for the last 50 years.

NORTH DAKOTA.

Berlin, N. D.—The Farmers Elevator Co. will erect an elevator.

McClusky, N. D.—The elevator of Sattler, Winter & Hemple burned.

Leeds, N. D.—M. J. Kjelmeyer is agt. for the Powers Elevator Co.—Lester Jenkins, Hensler, N. D.

Antelope, N. D.—The Occident Elevator has been closed. F. Ehler, agt., has gone to Stewart, Minn.

Coulee, N. D.—Greely & Kruse are no longer in business here, having gone to Montana.—W. F. Meltke.

Sheldon, N. D.—H. F. White recently sent east the first car load of corn ever shipped from this station and several more will be sent out.

Hensler, N. D.—I am still with the Powers Elevator Co. Am buying grain on track as it has no house here.—Lester Jenkins, agt.

McVillie, N. D.—J. E. Cary, lessee of the elevator of the Case Elevator Co. for the last two years, has bot the elevator of the Minnesota Grain Co. The Case Elevator Co. will continue in operation.

Fargo, N. D.—An inspection of all of the elevators in the state, especially in reference to their methods of conducting business, their books and scales, will be made by the railroad commission before the next grain season opens.

Hamar, N. D.—Arthur Knapp, on Dec. 19, while attempting to free a clogged chute, thru which flax was being unloaded, was killed when the flax began to slide and carried him with it into the elevator bin. The body was not recovered for several hours.

Arthur, N. D.—Joe Remington, who was sentenced to life imprisonment in 1891 for the murder of James Flett, at that time elevator agt. here, has had his sentence commuted by the state board of pardons to thirty years and will be given his liberty in the near future. The feeling against the release of the murderer is intense, as the crime was particularly brutal and cold blooded. Remington lay concealed around the elevator and beat Agt. Flett to death, robbing him of a few dollars. He escaped, but was captured, tried and sentenced to penitentiary for life.

OHIO.

Camden, O.—The Farmers Grain & Supply Co. is erecting an elevator here.

Middle Point, O.—The Pollock Grain Co. is putting a new oil engine in its plant.

Rockford, O.—J. W. McMillen is equipping his elevator with an ear corn loader.—H. G. Pollock.

Kinderhook, O.—Ballard B. Yates of Williamsport has bot the elevator of C. G. Campbell at this point for \$4,000.

Canal Dover, O.—The Immel Grain Co. incorporated; capital stock, \$15,000; incorporators, C. M. Immel, Mrs. C. M. Immel.

Mt. Vernon, O.—Burglars recently dynamited the safe in the office of the Mt. Vernon Hay & Grain Co. and took \$500.

Cavett, O.—The Pollock Grain Co. is building a cement block engine house, hay barn and office at its elevator here.—H. G. Pollock.

Litchfield, O.—Gilbert Bros. of Clayton, Mich., are now in the hay, grain and mill feed business at this point, as successors to W. M. Starrett.

Mansfield, O.—A 300,000-bu. concrete elevator is to be added to the plant of the Goemann Grain Co. in the spring, giving it a total storage capacity of 650,000 bu.

Columbus, O.—McCord & Kelley, in harmony with the Christmas season, are sending their friends an accident insurance policy, giving \$2,500 indemnity for two years.

Octa, O.—Edward A. Allen has completed the 16,000-bu. elevator. he has been building to replace the one burned last fall and will be ready for business about Jan. 1.

Cincinnati, O.—We have discontinued our Cincinnati office and do not handle consignments at that point, being at present only country buyers and shippers.—W. S. Kyle, Kyle & Rogers, Monroe, O.

North Fairfield, O.—We have been unable to build our proposed elevator here because our electric line failed to make the Y or connection with the steam road at Norwalk, but it will be done in the spring. G. D. Silliman.

Lima, O.—A meeting of the millers and elevator operators of Northwestern Ohio, Northeastern Indiana, and Southern Michigan will be held at Lima, Jan. 5.—T. P. Riddle, sec'y, Hay & Grain Producers & Shippers Ass'n of N. W. Ohio.

Cleveland, O.—Walter A. Bennett and O. W. Tripp have been elected pres. and sec'y of the Hay & Grain Receivers Ass'n, a new organization, consisting, at present, of 16 brokers. Jobbers are not admitted to membership at this time. During the first week of the existence of the Ass'n 65 cars changed hands.

Springfield, O.—The fourth Ohio Corn Show will be held in the Tabernacle Building Jan. 17 to 19, under the auspices of the Springfield Commercial Club and the Ohio Corn Improvement Ass'n, under the direction of the Agri. Ex. Station at Wooster, O. Handsome trophy cups are offered and it is expected that it will be one of the biggest corn shows in the country.

Piqua, O.—The Fogt Grain & Mill Co., incorporated; to deal in grain, feed, seeds and farm products; capital stock, \$25,000; incorporators, J. C. Paul, pres.; C. K. Fogt, treas. and mgr.; F. A. Sproul, W. H. Persinger and H. E. Crowley. The company has bot the elvtr. of C. N. Adlard, who will have an interest in the business.

Cincinnati, O.—Receipts of grain at Cincinnati during November included 76,000 bus. of barley; 567,665 bus. of corn; 435,220 bus. of oats; 76,253 bus. of rye and 20,180 bus. of wheat. Shipments during the month included 58 bus. of barley; 234,023 bus. of corn; 123,935 bus. of oats; 19,129 bus. of rye and 54,850 bus. of wheat.—W. C. Culkins, Sec'y Cincinnati Chamber of Commerce.

Columbus, O.—Uncle Joe McCord, sec'y of the Ohio Grain Dealers Ass'n, spent an hour the morning of Dec. 11 with the class in agriculture at the Ohio State University and read a paper on the subject "Marketing of Grain." Mr. McCord found the boys very much interested in the proposition and thinks he has gotten them on the right track. As they are the coming farmers and perhaps some of them the coming elevator men of Ohio, he believes his paper will produce good results.

Columbus, O.—The new boiler inspection law in effect Jan. 1, 1912, is expected to cause many changes in the equipment of elvtrs. from steam to gas or gasoline power, as the requirements, taken in connection with the already existing licensed engineers' law, are somewhat burdensome to the owner of a small power plant. Acting under the bill, which provides a fee of 50c for each certificate of inspection and fees of not over \$8 per year for each boiler, the board of boiler rules has formulated very detailed regulations for pressure, strengths and construction of boilers and their accessory appliances.

Portsmouth, O.—On Jan. 1, 1912, I will associate with me Mr. Edward Stritmatter of Columbus under the firm name of the Grimes-Stritmatter Grain Co. The associating of Mr. Stritmatter is to relieve me, if possible, of the laborious work that has been necessary to carry on the extensive business. Of course, I shall give my personal attention to the business, just as I have heretofore, when it becomes necessary, and I hope to have a continuation of the patronage of my friends. It is not what you might term a new firm, it is two old firms joining together. Mr. Stritmatter is a young man, and I believe a man of ability, he will bring into the firm all the energy he possesses which is unlimited and will no doubt add to instead of detracting from.—H. S. Grimes.

TOLEDO LETTER.

Elvtr. "B" of the C. H. & D. R. R., operated by Rosenbaum Bros. of Chicago will have in operation Feb. 1 an Ellis Drier of 1,000 bus. per hour capacity.

The Produce Exchange will remain in its present offices, having satisfactorily settled the question of rental with the new owners of the Produce Exchange Bldg.

Henry Paffenbach, who sold his elvtr. at Elmore, O., to the Farmers Elvtr. Co. about a year ago, will move to this city where he has purchased a handsome residence.

OKLAHOMA.

Braman, Okla.—H. E. Horne has succeeded the Braman Elvtr. Co.

Supply, Okla.—Sappington-Lamar and C. B. Cozart will build elvtrs. here.

Vinita, Okla.—The Union Grain Co. is enlarging its plant by building a warehouse and installing a feed mill.

Bluejacket, Okla.—The Bluejacket Grain Co., incorporated; capital stock, \$5,000; incorporators, Howard W. Cole, Nina E. Cole and Wm. Pearson.

New members of the Oklahoma Grain Dealers Ass'n recently admitted are: Henryetta Mill & Elvtr. Co., Henryetta, Okla.; Barber Grain Co., Fort Worth, Tex.; Sappington-Lamar Grain Co., Supply, Okla.

Aline, Okla.—C. Geist has no facilities for handling grain at this station and is conducting a scoop-shovel business.

Oklahoma City, Okla.—H. R. Teasdale, Division Freight Agt. of the Santa Fe advises that export corn rates on kafir corn and milo maize from Okla. points to Gulf ports when for export will become effective Jan. 12.

Oklahoma City, Okla.—About 15 deputy grain inspectors held a meeting in the offices of C. F. Prouty, sec'y of the Oklahoma Grain Dealers Ass'n, Dec. 2, for the purpose of becoming more familiar with the grading of grains and of exchanging ideas in reference to bringing about a greater uniformity of inspection.

Oklahoma City, Okla.—We would urge that all grain destined to points within the state be sold on official inspection, in order that its grade may be determined by disinterested parties and that in case of dissatisfaction, either or both interested may have recourse to protection accorded by the inspection department. On the other hand, when, where grain is sold other than official inspection the shipper has little if any protection in case of controversy.—C. F. Prouty, sec'y Oklahoma Grain Dealers Ass'n.

PENNSYLVANIA.

Lansdale, Pa.—A 16,000 bu. grain elvtr. is being erected here.

PHILADELPHIA LETTER.

Chief Grain Inspector John O. Foering has just returned from a visit to western and central states' markets where he went to get a line on new corn.

Charged with stealing grain from the Washington avenues stores John Overneck, Harry Burns and Frank Devlin have been held in bail for court by Magistrate Coward. The thefts of grain at this warehouse were so numerous and so extensive that a special watch had to be maintained.

It has been finally decided to prohibit the "sample fight" on Dec. 30. Instead there will be a splendid band concert and a vaudeville entertainment. The Exchange will be decorated for the occasion and it is expected that several hundred ladies will attend.

The fact that the Federal authorities have taken action against those who handle "off grade" wheat on the lakes has not interfered with the handling of the product here. It is always sold in this market "as is" and it is used for chicken feed. It is asserted here that any attempt to restrict the sale of this commodity would probably meet resistance.

Uppermost in the minds of all the members of the Commercial Exchange is the nicely balanced contest for President of the organization. This most delicate subject is singularly embarrassing to many members of the Exchange because of pledges previously made which will not down now but more particularly because of the warm personal friendship existing between the two logical candidates for President. A year ago William M. Richardson stepped aside so that Pres. McKnight might be re-elected without opposition. He was given certain assurances as to this year, but since then the friends of Antonio Sans have urged that gentleman to make a fight for the place and herein lies the "situation." W. J. Koch, who was an active member of the Exchange for nearly two score years, will be an aggressive candidate for treas., while William McAleer, Jr., will make the running for vice pres. without much serious opposition. There is some talk of A. D. Bahmer taking a place on the ticket as a candidate for this office but this is not regarded as likely. Of two dozen candidates for the board of directors six will be elected. The nominations will be made Jan. 20 and the election will be held Jan. 30.—C.

PITTSBURGH LETTER.

This year has been much the most successful in the history of the Exchange. Very little addition has been made in num-

bers to the membership but several memberships have been transferred bringing in much new blood.

Much of the ear corn received in this market is bad in quality having suffered considerably from the wet weather that has been prevailing this fall. The grain market is in worse condition than one year ago.—B. McCracken & Son.

The general opinion is that much less grain is in storage here and also much less is being handled from this market this month than one year ago. Outside contracting operations employing a large number of teams have practically ceased and as a result retailers are taking much less grain than a few weeks ago.

A new hay and grain firm in Pittsburgh is Armstrong & Clark, which will have its headquarters in the Westinghouse Bldg. The members are J. A. Clark, formerly pres. of the Clark Hay & Grain Co. and now with R. D. Elwood & Co., and L. Armstrong of Armstrong Bros. Both men have a very thorough training in the hay and grain business and a large following of friends among both buyers and sellers.

SOUTH DAKOTA.

Jefferson, S. D.—C. E. Gill has resigned as mgr. of the Farmers Elvtr. Co. here on account of ill health.

Vayland, S. D.—The elvtr. of S. J. Smith was closed Dec. 1 and Mr. Smith is now residing at Sioux Falls, S. D.

White Rock, S. D.—I am no longer agt. for the National Elvtr. Co. at this station, having moved to Argyle, Minn.—Peter Erickson.

Sioux Falls, S. D.—F. J. Cramer of Coulton, N. D., and W. E. Shary, of this city, have bot the elvtr. of the defunct Plymouth Elvtr. Co. Mr. Cramer will be active mgr.

Verdon, S. D.—W. B. Roby, former mgr. of the defunct Farmers Elvtr. Co., charged with a shortage of \$42,000 was held to the circuit court under bond of \$15,000 at the recent hearing of the case before the municipal court at Aberdeen.

Sisseton, S. D.—An allotment of \$6,000 to \$7,000 for the purchase of seed grain for next spring's planting for the Indians on the reservation here, has been asked of Indian Commissioner Valentine at Washington. Failure of crops has left the Indians without seed and they have no money to buy.

Waverly, S. D.—The jury in the case of the Farmers Elvtr. Co. vs. F. M. Swanson gave judgment in favor of plaintiff for \$961.70 with interest at 7% from July 23, 1910, to Nov. 23, 1911. Mr. Swanson claimed that the shortages in his accounts were due to speculations authorized by the members of his company.

TENNESSEE.

Woodville, Tenn.—The grain store of W. A. Dunavant & Co. was damaged recently by fire that destroyed their warehouse and barn.

Nashville, Tenn.—The Nashville Grain Exchange has secured the co-operation of the Nashville Lumbermen's Club in its fight for the retention of the reshipping privileges on grain into Nashville.

Chattanooga, Tenn.—The Chattanooga Feed Co. will build a 25,000-bu. elvtr. of cribbed construction, with concrete foundation, to be operated by electric motor power. The machinery will consist of cleaner, drier and scale. The Burrell Eng. & Construction Co. has the contract.

TEXAS.

Groom, Tex.—The Plains Grain Co. will build a warehouse.

Austin, Tex.—The Coleman Grain & Mercantile Co. has filed a certificate of dissolution.

Godley, Tex.—W. H. Griffith & Co. bot the business of the Godley Mill & Elvtr. Co. and began operations Dec. 1.

Palestine, Tex.—The Fore Grocery & Grain Co. will occupy a new two story brick storehouse about Feb. 1. Eugene Fore is erecting the building.

Ft. Worth, Tex.—Directors of the Fort Worth Grain & Cotton Exchange established an inspection dept., Dec. 15 and the Fort Worth grain inspection department, which has been run in connection with the Board of Trade was transferred to the Exchange, taking up new quarters in the Exchange Bldg. J. F. Robison was retained as chief inspector and C. B. Rice as ass't.

Fort Worth, Tex.—I believe that we will have a large acreage planted in oats during the coming season. Farmers are disappointed over cotton prices, and if they diversify much they must plant feed-stuffs to as great an extent as possible. It will be well to urge your farmer friends to remember that oats have sold at high prices for several years. We have plenty of good seed oats in Texas, and I do not think the farmers will make any mistake to plant a liberal part of their lands in oats.—C. J. Gibbs, sec'y Texas Grain Dealers Ass'n.

WISCONSIN.

Pt. Washington, Wis.—Frank Schumacher will put in a 10-ton wagon scale in the spring.

Beaver, Wis.—The Murphy Potato Co. will rebuild the old grain elvtr. here and use it as a potato warehouse.

Waukesha, Wis.—The Raymond F. Knowlton Co., incorporated for \$25,000, has bot the business of the Hoag & Rankin Grain and Feed Co.

Elmwood, Wis.—Elmwood Lumber & Grain Co. incorporated; capital stock, \$50,000; incorporators, C. K. Averill, F. A. Springer, A. E. Way and W. M. Herpst.

Sister Bay, Wis.—H. L. Peterson, referee, was recently enjoined by Judge Hastings, from selling the elvtr. here, the injunction being issued on account of the claim of \$1,400 made by Edward Fehl of Sebastopol.

Superior, Wis.—Ten boys, charged with systematic thefts of grain from freight cars, have been caught by the police. They are said to be members of a gang of men and boys, the boys stealing the grain and turning it over to the men for a small consideration.

Superior, Wis.—H. A. Johnson, former chairman of the Wisconsin Grain and Warehouse Commission, has won the first round in his battle to oust Commissioner R. J. Nye, Gov. McGovern's choice for the position, thru the overruling of the demurrer of the defense by Judge F. A. Ross, in a decision following a recent hearing. The case will now go to the Supreme Court, the defense having taken an appeal.

MILWAUKEE LETTER.

Memberships posted for transfer on the Chamber of Commerce are those of J. H. Hunnekens, H. D. Metcalfe, Richard Haertel and the estate of Hugh M. Jones.

The Wereness & Potter Co. has been mailing to grain shippers very attractive embossed and nicely colored calendars, 18x6 inches. It will be pleased to send you one upon request.

The inspection department of the Chamber of Commerce has been notified by Sec'y Plumb that the burden of following movement of cars on local tracks before going on inspection tracks is the concern of parties to whom the grain is consigned.

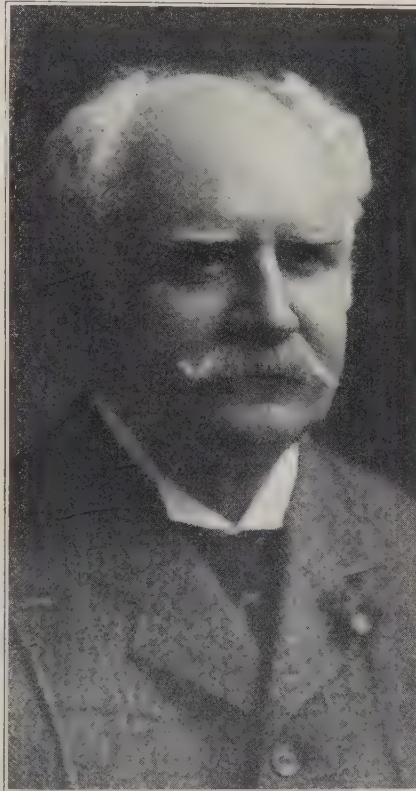
The Inspection comite of the Chamber of Commerce decided, Dec. 11, that every car of corn must be submitted to the moisture test before being graded and the Chamber of Commerce has bot an additional moisture tester. No charge will be made for the service, except when a re-sample is obtained for reinspection and the original test of the department is sustained, twenty-five cents being charged for a retest.—H. A. Plumb, Sec'y.

Archie MacFadyen, for 43 years door-keeper of the Chamber of Commerce, celebrated his seventy-third birthday anniversary Dec. 13.

Corn arriving is much better than we anticipated from reports, but may be in condition to spoil easily.—L. L. Runkel, Runkel & Dadmun.

MANITOBA'S NEW CHIEF INSPECTOR.

Frank E. Gibbs, Manitoba's new Chief Grain Inspector at Winnipeg, has been connected with the grain trade all his life as grain dealer, miller and grain inspector. He has seen the development of the grain business during the entire growth of the great grain producing section of western Canada.



F. E. Gibbs, Winnipeg, Man.
Chief Grain Inspector.

Mr. Gibbs was born in Oshawa, Ontario, the son of the Hon. T. N. Gibbs, who was a Senator of the Dominion of Canada. After having spent a number of years in the grain and milling business, he was appointed inspector of grain at Port Arthur. At that time there was but one elevator at Port Arthur with a capacity of 300,000 bushels. Now there are 14 elevators with a total capacity of 27,000,000 bus. at Port Arthur and Fort William. In 1885 the shipment of wheat from Port Arthur was less than half a million bushels, while the total shipments of the 1911 crop from both Port Arthur and Fort William will aggregate 125,000,000 bus.

The issue of national currency on wheat, corn and cotton as collateral while still in possession of the grower, was recommended by the resolutions comite of the American National Live Stock Ass'n at a recent convention in Denver. Resolutions demanding the retention of sufficient duties on livestock and its products, including grains and foods, were also adopted.

LIGHTNING RODS PURE COPPER CABLE

Approved by the leading Mutual Fire Insurance Companies
Protect your buildings from lightning and reduce your fire risks.
Write for Catalogue and particulars
THE STRUTHERS COMPANY • Peoria, Ill

EUGENE M. BORNHOFT BLACK BOARDS For Stock and Grain Houses THE ROOKERY CHICAGO

Sample Envelopes Non-Sifting Designed especially for mailing samples of grain and seed. Specimens Free. TULLAR ENVELOPE CO. 67 Larned St. Detroit, Mich.

Buy a SONANDER Automatic Scale and you won't have to guess. THE HOWE SCALE CO., Rutland, Vt., and Various Branches.

Kennedy Car Liners —ARE—

the surest protection obtainable against leakages in transit.

They range in price from 50 cents to \$1.50 per car.

For full particulars write to
Fred W. Kennedy, Shelbyville, Ind.



The National City Bank of Chicago

105 South Dearborn Street

Capital \$2,000,000 Resources \$29,300,000
Surplus and Undivided Profits \$500,000

Approved by Chicago Board of Trade
as a Margin Depository

We allow 2% Interest
on All Margin Deposits

OFFICERS:

DAVID R. FORGAN, President
ALFRED L. BAKER, Vice President
H. E. OTTE, Vice President
F. A. CRANDALL, Vice President
L. H. GRIMME, Cashier
W. T. PERKINS, Asst. Cashier
W. D. DICKEY, Asst. Cashier
HENRY MEYER, Asst. Cashier
A. W. MORTON, Asst. Cashier
W. M. N. JARNAGUN, Asst. Cashier
WALKER G. McLAURY, Asst. Cashier
R. U. LANSING, Mgr. Bond Dept.
M. K. BAKER, Asst. Mgr. Bond Dept.

Supply Trade

Chicago caller: C. L. Aygarn, Mgr. Challenge Mfg. Co., Seneca, Ill.

Maroa, Ill.: M. L. Lilly, manufacturer of the Daisy car mover, has moved to Mt. Pulaski, Ill.

Malta, Mont.: M. H. Misfeldt has become a representative of Fairbanks, Morse & Co., of St. Paul, Minn.

New York, N. Y.: A committee representing the holders of preferred stock of the Allis-Chalmers Co. has been formed.

Princeton, Ind.: G. B. Oldham, of the Dayton Pitless Scale Co., Dayton, O., was severely injured recently when a traction car struck a transfer bus in which he was riding.

Silver Creek, N. Y.: Have you received your 1912 date cards for your "Eureka" desk calendar? If not, a reminder to the S. Howes Co. will bring new cards for this ornamental and useful article for your desk.

Port Washington, Wis.: The Gilson Mfg. Co. has built an addition to its factory 200 ft. x 100 ft. It is of steel and concrete construction, strictly modern in every way, with saw-tooth roof, insuring light and ventilation.

One of the earliest calendars for the new year sent us is that from A. LeClair & Co., 2137 Flournoy St., Chicago, grain elevator roofers and painters. Readers of the Journal desiring this attractive calendar will be gladly furnished upon request to that company.

Omaha, Neb.: Allen P. Ely & Co., dealers in engines, boilers, heavy machinery, etc., have failed and gone into bankruptcy, with scheduled liabilities amounting to \$67,437.37. They claim to have a stock to the value of \$15,370.00.

Chicago, Ill.: W. H. Salisbury & Co., for the demand for a hose that will, for a reasonable time, resist the destructive effects of gasoline, offer their "Salisbury" wire lined gasoline hose. They claim that a trial proves its serviceability.

Cleveland, O.: The annual convention of the National Gas & Gasoline Engine Trades Ass'n was held Dec. 5-8th inclusive. Election of officers and executive committee was held, and many interesting articles and reports were given.

Philadelphia, Pa.: The Otto Gas Engine Works announce that arrangements have been completed whereby Robinson, Cary & Sands Co., St. Paul, Minn., will act as general sales agents for "Otto" engines and repairs for that territory, effective Jan. 1st, 1912. They will carry a complete stock of repairs, also engines of standard sizes and equipment. The "Otto" Minneapolis office has been discontinued.

New York: The Kny-Scheerer Co. have lately received an exceptionally large number of orders for their Brown & Duvel Moisture Testers. Among those who ordered are, The Pierce Grain & Hay Co., Van Wert, Ohio; Amber Grain Co., Wakefield, Nebr.; M. M. Beatrice Corn Mills, Lincoln, Nebr. (2 Testers); H. E. Jewell, Magnolia, Ill.; The Hasenwinkle Grain Co., Heywood, Ill.; Wrigley & Walens, Toulon, Ill.; Davis Grain Co., Laura, Ill.; B. A. Lockwood Grain Co., Ames, Iowa, (2nd Order); D. M. Riggs, Lone Tree, Iowa; Cisco Grain Co., Cisco, Ill.; Reardon Bros. Mercantile Co.,

Midland, Mich., (2 Testers); Chas. E. Chambers, Wyoming, Ill., (3 Testers); F. B. Hord Grain Co., Central City, Nebr.; Thos. P. Riddle, Lima, Ohio; Hecker Jones Milling Co., N. Y. City; Shirley Farmers' Grain & Coal Co., Shirley, Ill.; Wheeler Grain & Coal Co., Pochontas, Iowa; Maple Leaf Milling Co., Winnipeg, Can., (5 Testers); West. Canada Flour Mills Co., St. Boniface, Man.; The Cape County Milling Co., Jackson, Mo.; Kansas Missouri Elevator Co., Kansas City; Anheuser Busch Co., St. Louis, Mo., (2 Testers).

Louisville, Ky.: This market will soon be better prepared to care for damp corn than any other interior market, as Verhoeff & Co. have just let the contract to the Hess Warming & Ventilating Co. for a Hess Drier of 10,000 bus. daily capacity and the Kentucky Public Elvtr. Co. has let the contract for a Hess Drier of 20,000 bus. daily capacity. The Public Elvtr. already had a Hess Drier of 20,000 bus. drying capacity.

Silver Creek, N. Y.: The S. Howes Company advise that they will have ready for distribution on January 15th, 1912, a new catalogue, which will be most complete and up-to-date in its line. It will contain much technical and real information about the handling of grain and seeds, thus making it exceedingly valuable to every one connected with the grain trade. Besides giving the "Why and Wherefore" of all operations in the cleaning and separation of grain and seeds, several very interesting chapters are devoted to new processes and machinery. Irrefutable evidence is brot forward to convince the uninitiated as to the benefits to be derived from wheat washing as compared to the ordinary dry process. Wheat grading, now only in its infancy in this country, has many advantages, tending to the simplification of milling. A subject which should appeal to the Elevator and Flour Mill Trade is that of utilization of waste product. Machines for the treatment of screenings in such a way as to grade and clean them, and fit them for the market at an increased price, are illustrated and described.

Books Received

RUSSIAN CEREAL CROPS.—Based on the official figures published from year to year by the Russian government, the U. S. Dept. of Agriculture has published a bulletin showing the territorial distribution of wheat, rye, barley, oats and corn, giving the relative importance of each cereal in each region, yields per acre, harvest time and growth period, total production, percentages of the several cereal crops exported, with a map and tabulated statistics, by Edward T. Peters, all of which are valuable in deducing from current reports approximately correct conclusions in regard to the character of the crop to be expected. Bulletin 84; Bureau of Statistics U. S. Dept. of Agriculture, Washington, D. C.

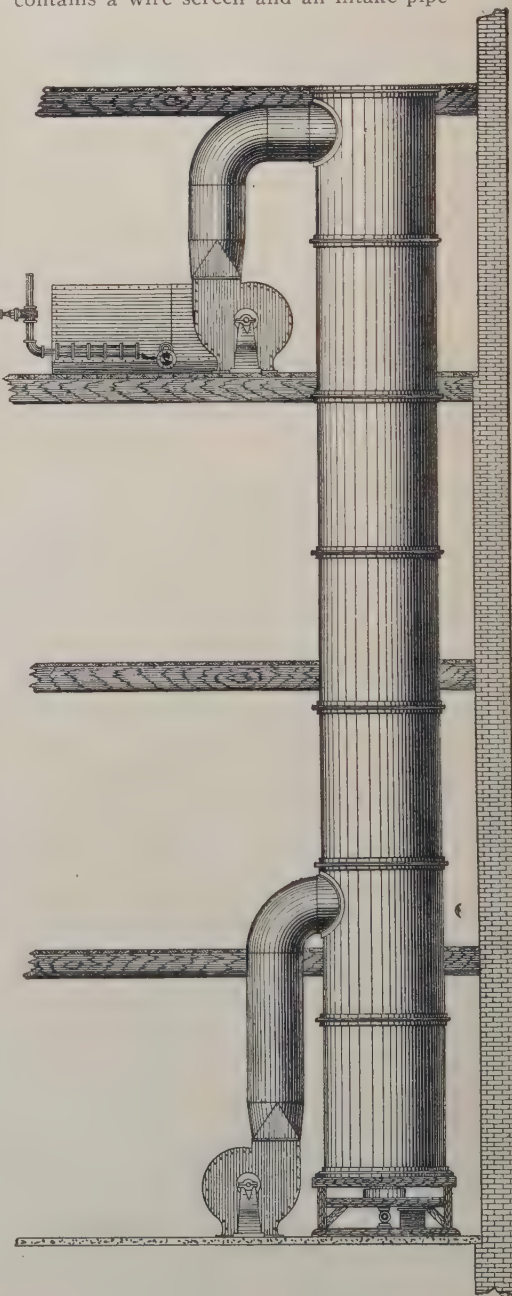
WALLS, BINS AND GRAIN ELEVATORS is an up-to-date compilation of the engineering knowledge on the design of grain bins and elevators, with chapters on "Types of Grain Elevators," "Stresses in Grain Bins," "Experiments on the Pressure of Grain in Deep Bins," "Design of Grain Bins and Elevators," "Examples of Grain Elevators," "Cost of Grain Bins and Elevators." The plans described range from the country shipping elevator to the large terminal house, and much data are given on the construction of hoppers, walls and foundations, with engravings showing elevators in process of construction and completed of the several materials now favored, with copies of specifications by leading architects for grain elevators. By Milo S. Ketchum, C. E., Professor of Civil Engineering, University of Colorado. Illustrated with 238 engravings; indexed; 393 pages. Engineering News Publishing Co., New York. Price, \$4.

GRAIN DRIER FOR SMALL or Large Elevators.

The drier illustrated in the engraving herewith has been designed by mechanical experts to be very practical in operation and remove all bad odors, mold, dampness and mustiness from grain without affecting its germinating, milling or food qualities.

The drier consists of two perforated galvanized iron cylinders, one inside the other, made in sections and supported by double cast iron rings at the end of each section. On top of the inner cylinder is a cone-shaped cover, above which and joined to the outer cylinder, is a receptacle for the grain. The bottom of the inner cylinder is closed with a hopper-shaped bottom, having a small opening in the center for the escape of bits of chaff and dust.

The receiving receptacle at the top of the drier is made large to form a storage space, and the discharge device at the bottom can be regulated to retain the grain for thoro drying or discharge it rapidly as desired. The receptacle also contains a wire screen and an intake pipe



The "Moline" Grain Drier.

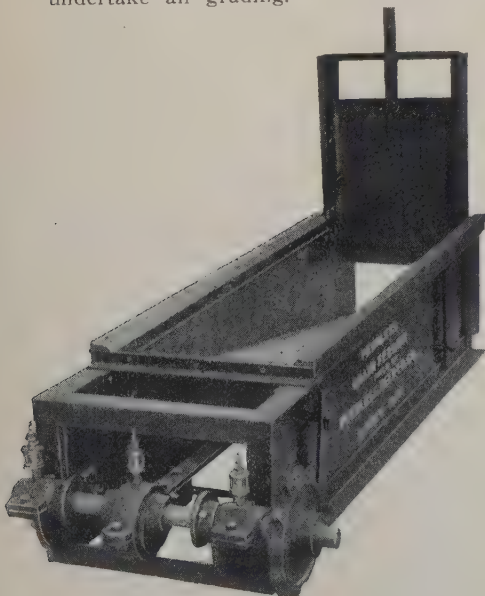
for hot air, the air pipes always entering at the top of each section, so that there are no obstructing pipes in the channel thru which the grain flows.

The grain does not come into contact with hot pipes or any part that would scorch or burn it, but the heat is evenly distributed thruout, each kernel of grain receiving its correct amount of heat and air. From the hot-air portion the grain passes over the cone-shaped cover of the inner cylinder into the cooling portion. This completely separates the hot-air portion from the cooling and also obviates the necessity of having air pipes pass thru the grain from the outer to the inner cylinder, avoiding pyramiding and retention of the grain too long a time.

A great advantage of this drier is that it can be built to suit the requirements of any situation or capacity. It can be built with a single column, having a hot or drying portion and a cooling portion in one tower, or the drying and cooling can be accomplished by using separate towers, or there may be two or more towers for the drying and one for the cooling. Because of its size a number can be grouped into a small space, and thus give large capacity. Additional information will be given Journal readers on application to the manufacturer, the Barnard & Leas Mfg. Co., Moline, Ill.

The Siberian wheat crop was a failure and Vladivostok merchants are placing orders in the United States for the first time since the Russian-Japanese war. The price of wheat in Siberia has advanced to \$1 per 36 lbs. and native dealers are making every effort to secure supplies elsewhere. Between Oct. 28 and Nov. 18, seven ships loaded with wheat and flour cleared from Puget Sound for the Orient.

Grain elevators for South Africa are recommended in a report of Sir Thomas Price to the Commerce Intelligence Branch of the Board of Trade at Durban. He suggests that three or four country elevators and a terminal elevator should first be erected with an assurance that elevators will be provided at other ports after the first has been completed and tried; that grain should not be granted a reduced export rate on the railroads unless cleaned at the elevators and that the Agri. Dept. should undertake all grading.



Feeder for Sheller or Elevator Boot.

FEEDER FOR SHELLER OR Elevator Boot.

Besides the wear and tear of machinery many breakdowns are due to overloading of the equipment by an excessive feed of grain. Irregularity in the feed also is a prime cause of poor work by shellers and other machines. To overcome these losses many elevator operators have had their houses equipped with feeders for the shellers and elevator boots and some are specifying feeders as part of the equipment to go into their new elevators.

The feeder shown in the engraving herewith consists of a steel frame, shaking pan within the frame, eccentric, eccentric rod, gate discharge, guard plates overlapping the upper edges of the pan, a controlling lever which can be extended to the working floor, and is self contained so that when placed under a sink it forms a strong steel bottom.

Having a positive motion, corn can not bridge over the feeder and it feeds all kinds of small grain without waste. It will run either way and feed direct into sheller or elevator boot. As it works itself clean of grain immediately grain of different kinds can not become mixed. Not depending on gravity feed, it greatly increases the capacity of the sink.

The working parts are outside the frame where they can be easily oiled, and it is set up in operation without expert help. Additional information regarding this device will be given on application to the manufacturers, the Peerless Feeder Co., Sidney, O.

Calendars Received.

The first installment of calendars to reach us comes from the International Harvester Co. of America, decorated with reproductions in colors of beautiful paintings, and what is more, the calendar pads are large enough so that one can find the date without a microscope. Any reader desiring a copy should address the company at the Harvester Bldg., Chicago, Ill. It is also issuing an excellent almanac, which is so far ahead of the old-time patent medicine almanac as to really entitle it to be called an "encyclopedia." A copy of this may also be obtained by writing to the same address.

One of the largest calendars to reach us this year comes from the Union Iron Works, Decatur, Ill. The figures are large, and can readily be discerned across the room. Copies can be obtained by addressing the company at Decatur, Ill.

Their "Travelers' Guide" for Nineteen Twelve is being mailed by Lowell Hoit & Co., Chicago. It carries a Christmas-New Year's greeting.

The mammoth calendar of Lowell Hoit & Co. is 19x27 inches on good white paper, each sheet having an inspiring paragraph, and all carrying the message of good will.

A resolution was adopted by the Cotton Exporters' Ass'n, at a meeting in New Orleans, Dec. 8, calling upon exporters to use their influence to prevent the railroads from issuing duplicate Bs/L to the Central Validating Buro of New York. The action was taken to allow the members of the Exchange to individually register their votes in opposition to the validating of cotton Bs/L by the central buro and to ratify the action of the cotton conference of Sept. 18, which voted against the establishment of a validating buro.

MARQUETTE BUILDING,

CHICAGO, ILLINOIS

Grain Elevator
Trade Given Our
Special Attention

PRODUCERS AND SHIPPERS OF
HARRISBURG, ILL., SPRINGFIELD DISTRICT, ILLINOIS, LINTON
and CLINTON DISTRICTS, INDIANA, CAMBRIDGE, OHIO,
and FAIRMONT, WEST VIRGINIA, COAL

Annual Output
7,000,000 Tons

O'GARA COAL COMPANY

Supreme Court Decisions

Delivery Without Payment of Demurrage.—A carrier, refusing to deliver freight without payment of demurrage not due, is liable for a conversion.—*Barker-Bond Lumber Co. v. Pennsylvania R. Co.* Supreme Court of New York. 131 N. Y. Supp. 624.

Effect of Filing Rates with I. C. C.—The mere filing of schedules of rates with the Interstate Commerce Commission raises no inference that the Commission agrees to such rates, or all the proposed conditions of shipment.—*Cramer v. Chicago, R. I. & P. Ry. Co.* Supreme Court of Iowa. 133 N. W. 387.

Value at Place of Shipment.—Under provision in a B/L that the amount of any loss shall be computed at the value of the property at the time and place of shipment, the invoice price of the goods is not conclusive as to value.—*Saunders v. Southern Ry. Co.* Supreme Court of South Carolina. 72 S. E. 637.

Acceptance of Check in Full.—Where plaintiff accepted a check, inclosed in a letter which declared that it was paid "in full for services rendered," he could not retain the check, and at the same time repudiate the condition, which acceptance constituted an accord and satisfaction.—*Legge v. Foster.* Supreme Court of New York. 131 N. Y. Supp. 582.

Demurrage.—A carrier, entitled to demurrage accruing after 48 hours from the time the boat reports, cannot demand demurrage during the interval between the removal of the boat from the dock of its destination and its arrival at another dock, where during such interval neither the shipper nor his consignee knew anything about the whereabouts of the freight.—*Barker-Bond Lumber Co. v. Pennsylvania R. Co.* Supreme Court of New York. 131 N. Y. Supp. 624.

Reciprocal Demurrage Law Valid.—The act of the Legislature of Oklahoma Territory of 1905 (section 2, art. 2, c. 10, p. 144, Session Laws of 1905), imposing upon railroad companies a penalty of \$1 per day for failure to furnish cars within four days after they are requested, but excusing a company "in case of fire, washouts, strikes, lockouts, or other unavoidable casualties," is not an infringement of the commerce clause of the Constitution of the United States (article 1, § 8).—*Chicago, R. I. & P. Ry. Co. v. Beatty.* Supreme Court of Oklahoma. 118 Pac. 367.

Fire from Locomotive Engine.—In an action for damages for the loss of grain stored in a warehouse on defendant's right of way by fire caused by sparks from defendant's engines, where there was evidence that plaintiff was using the warehouse, and that the accumulation of shucks in which the fire started around it resulted from the use he was making of it, and was a condition which he might have remedied, the omission of a charge as to contributory negligence was error.—*Missouri, K. & T. Ry. Co. of Texas v. Price.* Court of Civil Appeals of Texas. 140 S. W. 836.

Measure of Damages.—A purchaser of hops repudiated his contract, but at the same time offered to buy from the seller, at a price slightly in advance of the market price, the amount of hops he had contracted for. Held, that the refusal of the seller to accept the purchaser's second offer for the hops could not deprive him of the right to recover the difference between the contract and the market price of the hops at the time and place of delivery; for the acceptance of that offer would have imperiled his rights under the first contract, on the theory that the second contract supplanted it. *Krebs Hop Co. v. Liveslev.* Supreme Court of Oregon. 118 Pac. 165.

Law Against Adulteration of Meal Valid.—Acts 1908, c. 107, § 14, providing that the act shall be construed to require an analysis and branding of cotton seed meal, or any mixture thereof, does not repeal Code 1906, § 1817, which makes it unlawful for any person to adulterate cotton seed meal, or sell adulterated cotton seed meal without noting the adulteration on each sack; for the act of 1908 relates to a wholly different subject-matter, fixing the penalty for the adulteration of certain commercial foodstuffs falling below a certain standard, and has nothing to do with the sale of cotton seed meal, which is specifically excepted.—*Alcorn Cotton Oil Co. v. State.* Supreme Court of Mississippi. 56 South. 397.

Pretended Lower Rate Schedule at Owner's Risk Invalid.—Where a railroad company filed two rates with the Interstate Commerce Commission, the lower providing for an agreed valuation of live stock shipped, which condition was invalid, under the state law, for limiting the railroad company's liability for negligence, a decision that the shipper might recover despite the condition, while giving him all the benefits of the higher rate, is not erroneous in giving the shipper a less rate than required by law, because of the filing of the schedule of rates with the Interstate Commerce Commission, for the validity of the agreement limiting the carrier's liability for negligence cannot be assumed to have been approved by the Commission, when invalid under the state law.—*Cramer v. Chicago, R. I. & P. Ry. Co.* Supreme Court of Iowa. 133 N. W. 387.

Speculation by Bank Cashier.—The cashier of plaintiff bank misappropriated its funds for use in bucket shop operations, conducted through H., for the benefit of the other defendants, and thereafter the bank executed an instrument, signed by its president, acknowledging receipt of a certain sum from H. "to apply on" the sum belonging to the bank, and misappropriated by its former cashier, the bank reserving the right to apply the sum as it chose, except that it should not be applied to any part of the indebtedness of the former cashier to the bank, "by reason of the sum so misappropriated, for which the bank has been reimbursed by the sum received from the surety on the bond of the said cashier to the bank," and that in consideration of the sum received the bank agreed not to make any further demand upon H., because of any such misappropriations or of any transaction between the cashier and Harper & Ward, for the benefit of the cashier personally or for others. Held, that the release was unconditional, and did not expressly reserve a right to look to others for any misappropriation by the cashier or H.—*Farmers' Savings Bank v. Aldrich.* Supreme Court of Iowa. 133 N. W. 382.

Kansas Feeding Stuff Law.—Laws Kan. 1907, c. 407, § 2, which requires every brand of concentrated feeding-stuff sold or offered for sale within the state to be registered in the office of the director of the experiment station of the State Agricultural College, and provides that such director shall register a brand where it is shown by a statement of the ingredients presented by the manufacturer or seller that none of the same are unwholesome, deleterious, or fraudulent, and on payment of an annual registration fee of not less than \$10, is not an inspection law, and, as applied to products made in another state and shipped to dealers in Kansas for sale, is unconstitutional and void, as imposing a tax on interstate commerce. Section 5, however, as amended by Laws Kan. Sp. Sess. 1908, c. 75, which imposes an inspection tax of 25 cents per ton on all cotton seed meal, cotton seed cake, linseed oil meal, etc., sold or offered for sale in the state, to defray the expenses of actual inspection of such products, is a valid inspection law, within the constitutional power of the state, and its validity is not affected by the invalidity of section 2.—*George H. Lee Co. v. Webster.* U. S. Circuit Court, District of Kansas. 190 Fed. 353.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

Norf. & West. in 11368A will make elvtr. allowances, on grain car loads at Columbus, O.; effective Dec. 29.

Omaha R. R. has announced a milling-in-transit rate of 19½c on wheat from Kansas City, Mo., to Chicago, Ill., via Minneapolis, Minn.

C. M. & St. P. will make a rate of 17½c on barley, corn, oats and rye from St. Paul, Minneapolis, and Minnesota Transfer, to Stanley, Ky., effective Jan. 1.

C. M. & St. P. will make a rate of 26½c on oil meal and oil cake from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Fort Smith, Ark.; effective Jan. 1.

Wabash will make a rate of 14c from Toledo, O., to Owensboro, Ky., on grain screenings, elvtr. dust and oat clippings; 10c to Peoria, Ill.; effective Jan. 9.

C. & N. W. in GFD11475 gives rates effective Jan. 2 on grain between Chicago, Peoria, Ill., St. Paul, Duluth, Minn., and stations in Ia., Minn., N. D. and S. D.

P. R. R. in GO1503 will make rates effective Jan. 1 on grain and grain products from P. R. R. stations and connections to N. Y. N. H. & H. stations and connections.

C. M. & St. P. in Sup 97 to GFD2463D will make rates on wheat, corn, rye, oats and barley between S. D. points and stations in Ill., Minn. and Wis.; effective Jan. 1.

K. C. M. & O. in 72 gives rates effective Dec. 30 on grain, grain products and seeds between stations in Kan. and Okla. and Ark., La., Miss., Mo., Tenn., and Tex. points.

M. & St. L. in 1592A will make rates on grain and grain products between St. Louis, Mo., East St. Louis, Ill., or common points, and Minn., Ia., and S. D. points; effective Jan. 1.

L. & H. R. will make rates, effective Jan. 5, on grain and grain products, from Belvidere and Bultzville, N. J., to Orange, N. J., 7c; New York and Brooklyn, 7c; West Pittston, 9c.

Ill. Cent. in 601B will make rates on wheat, corn, oats and rye, between Chicago, Ill., Milwaukee, Wis., and stations taking the same rates and S. D. points; effective Jan. 1.

C. I. & S. in GFO555D gives rates on grain and grain products, to Ill., Ind., and Mo. points on the C. C. C. & St. L. from Chicago, Ill., and stations taking the same rates; effective Jan. 3.

C. Gt. West. in GFD14854A2 gives rates on grain products effective Jan. 1 from Minneapolis, Minnesota Transfer, St. Paul, and South St. Paul, Minn., to C. Gt. West. stations and connections.

New York Central and D. L. & W. carrying N. Y. C. shipments, have announced thru the Public Service Commission a rate of 6c on grain from Belle Isle and East Syracuse to Baldwinsville, N. Y.

C. P. & St. L. will make rates effective Dec. 27 of 15c on barley, corn, oats and rye; 18c on coarse grain products and wheat; 17½c on grain, from Peoria and Pekin, Ill., to Harveys, La.

C. M. & St. P. in GFD608OF gives rates effective Jan. 1 on grain and grain products from Minn., Ia., Mo. and Neb. points to Cairo, Ill., Cincinnati, O., Jeffersonville, Ind., and Ky., Tenn., and Ala., and La. points.

Can. P. will make a rate of 22½c on grain products, 23c on wheat, oats and barley, 25c on other grain, effective Jan. 6, from Fort William, Port Arthur, and Westford, Ont., to New York and Boston, for export.

Soo will make rates of 17c on grain and 18c on flaxseed and millet seed, effective Jan. 1 to Arnold and Baldwin, N. D., from St. Paul, Minneapolis, Minnesota Transfer, or Camden Place, Minn., Duluth, Minn., or Superior, Wis.

St. L. S. W. will make a rate of 12c on wheat and corn, effective Jan. 1 from Arksdale, Greenway, Hammett, Hubbards, Piggott, Pratt, Rector and St. Francis, Ark., to St. Louis, Mo., and East St. Louis, Ill.; effective Jan. 1.

Ill. Cent. in 1533B will make rates effective Jan. 1 on grain and grain products between Ill. Cent. stations in Ia., Minn., and S. D., also Omaha, Neb., and Ill. Cent. stations in Ill. (except Chicago, Ill. and points taking the same rates).

Wabash in 5327 gives rates effective Dec. 30 on wheat, corn, oats, barley and other grains between Chicago, East St. Louis, East Hannibal, Quincy, Ill., St. Louis and Hannibal, Mo., also lower Miss. V. and La. points and Mo. and Ia. points on Wabash.

C. St. P. M. & O. in GFD1625A will make rates effective Jan. 1 on grain and grain products between St. Paul, Duluth, Minn., Chicago, Ill., and rate points and C. St. P. M. & O. stations in Ia., Minn., S. D., and Neb., also between Sioux City, Ia., and Omaha, Neb., and C. St. P. M. & O. stations in Minn., Ia., S. D., and Wis.

M. P. will make rates effective Dec. 30 from Kansas City, Independence, St. Joseph, Mo., Atchison, Leavenworth, Elwood, Kan., Omaha, South Omaha, Nebraska City, Neb., Council Bluffs, Ia., and rate points to Summit, Switch, Burtzell, Boyd, (Clark Co.), Okolona, Ark., wheat, hempseed, flaxseed, 12c; corn, 11c.

Wabash in 9848 gives rates effective in state Dec. 7, interstate Dec. 28, on grain between Wabash stations in Ill., also Keokuk, Ia., and Hannibal, Mo., and East St. Louis, Ill., St. Louis, Mo., and to Cairo, Ill., Evansville, Ind., and Louisville, Ky. (when destined to southeastern territory), also lower Mississippi Valley points.

N. P. will make a rate of 15c on flaxseed, screenings, hulls, shives, and millet seed; 14c on wheat; 14.5c on corn, barley, grain screening, rye, oats and spelt, to St. Louis, Mo., Alton, East St. Louis, and Granite City, Mo., when originating at Alton, Wis., from Duluth, Superior, Superior (East End) and Central Ave. (Superior), Wis.; effective Dec. 30.

C. B. & Q. in Sup. 3 to GFO 4000-B, effective Dec. 26 makes a rate of 17c on flaxseed from Sciola, Ia., to Galesburg, Dubuque, Keokuk, Quincy, St. Louis and Hannibal, 20c to Peoria and 22c to Chicago. On wheat the rate is 12c from Morton Mills to Galesburg, etc., and 14c to Peoria, 15c to Chicago. On corn the rate is 11c to Galesburg, etc., and 14c to Chicago and 13c to Peoria.

C. R. I. & P. in 10389C will make effective Jan. 1 rates on grain and grain products between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and rate points, and Ill., Ia., Neb., Minn., Mo., and S. D. stations on C. R. I. & P., also Missouri River points; also rates on grain and grain products to stations in Ill., Evansville, Ind., and Louisville, Ky. when destined to southeastern and Cairo territories, from stations in Ia., Minn. and S. D.

C. St. P. M. & O. will make a rate of 16c on grain and grain products from Mendota, Nicols, Savage, Barden, Shakopee, Merriam, and Jordan, Minn., to Alton, East St. Louis, Granite City, Madison, Venice, Ill., and St. Louis, Mo., effective Dec. 25; grain products from St. Paul, Minneapolis, Minnesota Transfer, Duluth, Superior and stations taking the same rates to same points, 15c, effective Dec. 26. (Applies on grain originating beyond points from which rates apply.)

K. C. M. & O. will make a rate of 25c on wheat and 22c on corn from Wichita, West Wichita, Prospect, Schulte, Viola, Alloway, Milton, Kan. to Algiers, Gretna,

New Orleans, Port Chalmette, Westwego, La., also Galveston and Texas City, Tex., and points taking same rates for export; wheat 12½c between Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Kan., and points taking same rates, and Wichita, West Wichita, Prospect, Schulte, Clonmel, Viola, Alloway, Milton, Hamner and Runnymede, Kan., effective Dec. 30.

C. & N. W. in GFD12291B will make effective Jan. 2, a rate of 9.1c on grain products taking wheat rates and 7.6c on the same products taking corn rates between Council Bluffs, Missouri Valley, Ia., or Omaha, Neb. (originating or destined beyond) and Fort Dodge, Ia.; between Omaha, Neb., and Fort Dodge, Ia., articles taking wheat rates, 10.1c and articles taking corn rates, 8.6c.

M. & St. L. will make a rate of 15c on flaxseed and millet seed (southbound only) and 10c on wheat, effective Jan. 1 between Kalo, Otho, Burnside, Dayton, Pilot Mound, Ia., and St. Paul (including Twin City Stock Yards), Minneapolis, and Minnesota Transfer; flaxseed and millet seed 17c; wheat, corn, oats, rye and barley 15c, between Chicago, Milwaukee, Peoria and points taking same rates, and St. Paul, Minnesota Transfer, Minneapolis, St. Louis Park and Manchester, Minn., inclusive.

Wabash will make rates effective Dec. 28 on corn from St. Charles, Mo., to Minneapolis, Minnesota Transfer and St. Paul, 15c; barley, corn, oats, rye, spelt and wheat between Litchfield, Ill., and East St. Louis and Edwardsville, Ill., 5c (southbound only); St. Louis, Mo., 6c; Cairo, Ill., Evansville, Ind. (when destined to southwestern territory), 7c; Louisville, Ky., 9c; between Stewardson, Ill., and East St. Louis, Edwardsville, Ill. (southbound only), St. Louis, Mo., 6c; Cairo, Ill., Evansville, Ind., 8c (when destined to southwestern territory); Louisville, Ky., 10c.

WHY GRAIN DEALERS GO INSANE.

Is that all?
Oh, sure, they're No. 2.
Bill Smith's payin' 55.
Can I get 10 cents worth of corn?
Why it was dry when I hauled it in.
Is corn going up?
You're sure makin' money on my oats.
Let me know when it's a good time to sell?
Want to buy that corn for 60 cents?
I'd like to get into the grain business.
You must have made a lot of money.

EXPORTS OF BREADSTUFFS.

During the eleven months prior to Dec. 1 we exported 3,330,312 bus. of barley, 54,814,504 bus. of corn, 1,937,671 bus. of oats, 1,583 bus. of rye and 28,608,395 bus. of wheat, compared with 6,814,304 bus. of barley, 32,163,985 bus. of corn, 1,795,441 bus. of oats, 17,247 bus. of rye and 19,264,880 bus. of wheat in the corresponding period of 1910.

The total value of breadstuffs exported in the eleven months prior to Dec. 1 aggregated \$111,480,553, against \$83,972,992 in the corresponding months of the preceding year, as reported by O. P. Austin, chief of the Bureau of Statistics.

Agricultural experts of the Gt. Northern Ry. Co. believe the northwestern states, especially Minnesota, North Dakota and Montana, will soon be raising flax for the fiber instead of the seed, and that the twin cities will have large linen mills, due to the discovery by Dr. R. R. Roberts of a chemical solution that dissolves the gums in flax without deteriorating the fiber, which solves the problem of manufacturing flax fiber from American-grown flax.

The Ellis Grain Drier

Three reasons why it holds the record as the drier of the century:

1st. For a given size there is **five times** more grain surface exposed to the air currents than in any other drier.

2nd. The grain being divided into thin vertical columns of **even thickness**, and the air currents striking on **both sides** of the column, **even drying** is assured.

3rd. Corn handled through the Ellis Drier is **never broken or discolored**, owing to the **low drying temperature** used.

Write for catalog and bulletins.

The Ellis Drier Co.

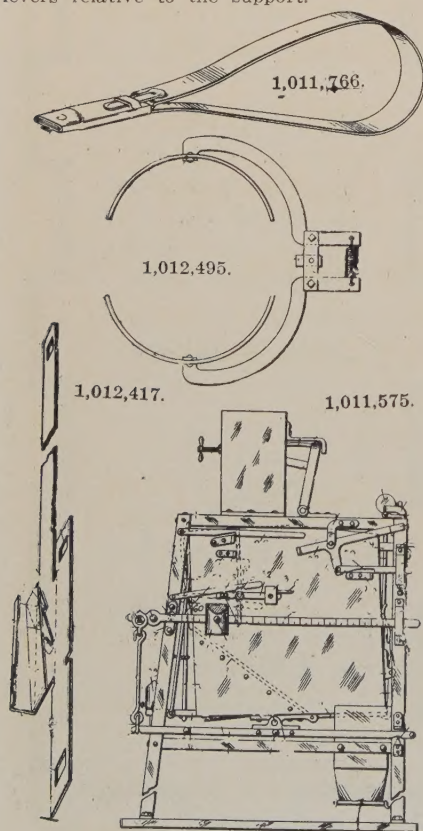
Postal Telegraph Bldg.
CHICAGO
U. S. A.

Patents Granted

Car Seal. No. 1,012,417. (See cut.) James K. Norvell, Chattanooga, Tenn. A seal formed from a blank and comprising body sections folded upon each other, a tongue within the sections, having a catch on one end, a strap projecting from the one section, having an opening in the outer end, a flap folded from the other section having an opening thru which the strap passes and another flap opposite the first one, also having an opening in the outer end thru which the strap passes, whereby the outer end of the strap can be inserted thru the openings in the flaps to be engaged by the tongue.

Automatic Scale. No. 1,011,575. (See cut.) Edward D. Carter, Dallas, Tex. Upper and lower frames are pivotally supported at opposite ends with a swinging connection between the free end of the lower frame and the pivoted end of the upper frame. An oscillatory receiver is pivotally mounted upon the lower frame, its pivotal axis being parallel with the pivotal axis of the two frames. In the bottom of the receiver is a door adapted to be automatically released when the receiver is tilted forward. Another door is provided for an auxiliary compartment, both doors counterbalanced by weights. The free end of the frame is attached to one end of the beam.

Bag Holder. No. 1,012,495. (See cut.) Reuben D. Wirt, Philadelphia, Pa. A bag holder including a support having an angularly extended upper terminal, a plate secured at its center to the terminal and extending transversely, oppositely disposed curved levers having rear terminal portions fulcrumed on the projecting ends of the plate, a spring between and connecting the free ends of the terminal portions, upstanding projections at the other ends of the levers and oppositely disposed arcuate jaws supported of the levers being movable against the terminal of the support to limit the swinging movement of the levers relative to the support.



Automatic Locking Seal. No. 1,011,766. (See cut.) Malcolm G. Ewer, Detroit, Mich., assignor of one-half to Fred E. Tallmadge, Detroit, Mich. In an automatic locking seal in combination with a strap having one end folded at two places and with the terminal fold located between the second and third folds and being pointed at the free end and provided with a tongue projecting toward the third fold, between its point and the first bend; the second fold having a tongue projecting toward the terminal fold and overlapping the point of it; a housing-engaging tongue stuck from the strap at the end of the third fold, projecting from it on the side opposite the folds and spaced from the strap body by a sufficient distance to engage over the wall of an enclosing housing, adapted to engage over the folds of the strap and under the housing-engaging tongue, and a securing rivet passing thru the housing and the folds.

Fire losses in mills and elevators during the last three months have been only 30 per cent of the normal amount.

The newly organized Millers Mutual Casualty Co. has taken offices in the Continental Nat'l Bank Bldg., Chicago, and has sent out two booklets, one containing the proposed by-laws and the other the plans and methods of the company.

The following officers of the new Millers Mutual Casualty Insurance Co. were elected to serve until the first annual meeting of the members, by the board of directors, at a special meeting held in Chicago Dec. 9: Pres., C. H. Seybt; vice-pres., H. B. Sparks; sec'y-treas., J. C. Adderly; executive committee, C. H. Seybt, M. A. Reynolds and H. K. Wolcott.

The case of the Sparks Mfg. Co. of Alton, Ill., vs. the Indiana Millers' Mutual Fire Ins. Co. of Indianapolis has been dismissed in federal court by the plaintiff who sought by this suit to prevent the conversion of the mutual into a stock company. The court overruled all contentions by the plaintiff, among which was an attack on the constitutionality of the law under which the change was made.

Cobs

I cannot do business without the Journal.—C. W. Glynn, Girard, Kans.

E. L. Rogers & Co. are sending friends a very neat desk calendar, the figures in white on a black ground.

Forging Bs/L by terminal receivers has caused such heavy losses to Baltimore banks, that they have joined with the members of the Chamber of Commerce in organizing a Clearance Buro, for Order Bs/L, which are used as collateral, for loans or advances. The railroads also should be required to adopt methods which will tend to check the forging of Order Bs/L. As has been pointed out by experienced grain merchants time and again, Order Bs/L should not be issued by the carrier, unless filled in, signed in ink and dated with the station dating stamp. They should also be numbered consecutively, and the supply kept under lock and key by the station agent. Then by sending duplicate advice of bills' issuance to station agent at point of destination, it would be a very easy matter for anyone to find out whether or not the Order B/L presented is authentic. The method of issuing Order Bs/L is even more to blame than the lax methods of the banks, for the forgeries that have been committed.

MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

The Oldest Millers Mutual
Fire Insurance Company in
America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

ORGANIZED 1878

The Millers' Mutual Fire Insurance Association of Illinois ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of Same at Cost

Insurance in force - \$15,104,436.83 | Cash Surplus - - \$353,034.68

GEORGE POSTEL, President. G. A. McKINNEY, Secretary.

Address all Correspondence to the Company at Alton, Illinois.

EVERY POLICY HOLDER IS A STOCKHOLDER IN THE MICHIGAN MILLERS MUTUAL FIRE INSURANCE COMPANY OF LANSING, MICHIGAN

Therefore, every Policyholder is vitally interested in the size of his dividend (deducted every six months from the assessment levied). These dividends may be increased by

THE PREVENTION OF FIRES

All fires are the same size at the start

70% OF THEM ARE PREVENTABLE

90% ARE EXTINGUISHABLE

AGENTS: (C. H. RIDGWAY, 426 Midland Building, Kansas City, Mo.
H. M. GILES, Flour Exchange, Minneapolis, Minn.
I. N. JUST, American Bank Building, Seattle, Wash.)

Fire Insurance Companies



WHEN your money is represented by grain stored in an elevator you need it insured against loss by fire.

The amount will vary and if you receive full protection you must necessarily seek a company that offers you a convenient and economical method of adjusting the insurance needed to safeguard the values in storage.

Our mutual certificates which are issued at a definite cost, with full privilege of cancellation at your discretion, will solve the problem.

Write for our cost per \$1000
insurance per month.



INDIANAPOLIS, IND.

Sioux Falls, S. D.

BRANCH OFFICES:

Kansas City, Mo.

ORGANIZED 1883

The Western Millers' Mutual Fire Insurance Company

KANSAS CITY, Mo.

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses, and contents.

Organized 1902

Tri-State Mutual Grain Dealers Fire Ins. Co.

Incorporated

LUVERNE, MINN.

Write for our statement showing Dividends paid in nine years.

E. H. MORELAND, Sec.

E. A. BROWN, Pres. V. E. BUTLER, V-Pres.

B. P. ST. JOHN, Treas.

DUPLICATING SCALE TICKET BOOK

No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 3 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

GRAIN DEALERS JOURNAL,

La Salle St., Chicago, Ill.

By concentrating your advertising in
THE GRAIN DEALERS JOURNAL
you can cover the Grain Dealers
of the country at one cost.

IF Your Elevator should burn

Would you be sure of receiving the insurance you have paid for?

Losses Paid, \$7,108,022.20

Your Elevator burns a year hence

Is there any possible chance of you not receiving your insurance?

Gross Cash Assets, \$1,645,117.65

It burns ten years from now

Would the cost eat up a large part of the insurance received?

Costs 50% less than Basis Rates

No matter when your Elevator burns, you will receive that which you have paid for, if your Elevator is Insured by the

MILLERS NATIONAL INSURANCE CO.

OFFICERS

C. H. SEYBT, President

C. B. COLE, Vice-President

M. A. REYNOLDS, Secretary

F. S. DANFORTH, Ass't Secretary

AGENCY MANAGERS

I. N. JUST, Seattle, Washington, Pacific Coast Agency

H. M. GILES, Minneapolis, Minnesota, Northwestern Agency

CHAS. H. RIDGWAY, Kansas City, Missouri, Southwestern Agency

E. K. SCHULTZ, Philadelphia, Pennsylvania

DIRECTORS

C. B. COLE,
Chester, Illinois

A. FASSLER,
Topeka, Kansas

H. S. HELM,
Minneapolis, Minnesota

JOSEPH LeCOMPTE,
Lexington, Kentucky

H. K. WOLCOTT,
Batavia, Illinois

SAMUEL PLANT,
St. Louis, Missouri

M. A. REYNOLDS,
Chicago, Illinois

C. H. SEYBT,
Highland, Illinois

J. H. MacMILLAN,
Minneapolis, Minnesota

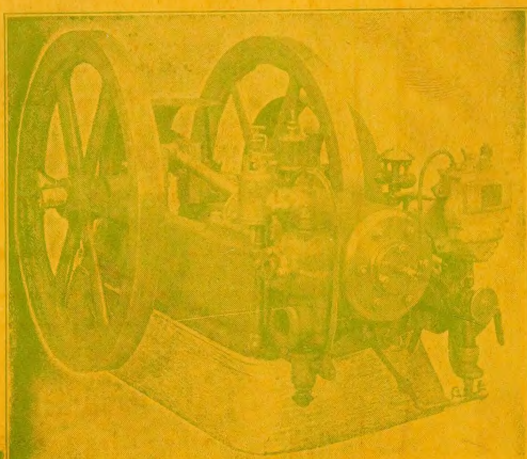
137 S. La Salle Street

::

CHICAGO, ILL.

NOW and EVER the

L
A
M
B
E
R
T



L
E
A
D
S

Advantages of the Lambert Engine

A Strictly High-Grade Engine in every particular, neat in design, smooth running qualities, wide range of governable speed, unlimited power capacity, light, and reinforced in those parts where through experience in the manufacturing of engines has proved weak.

No batteries required with our new system of ignition. Which is preferable—wait until your engine breaks down beyond repair, or have an engine which is beyond breaking down. Write for latest catalog.

The Lambert Gas & Gasoline Engine Co.
(East End) ANDERSON, IND.

ELEVATING EQUIPMENT WITH ROPE DRIVE

Installed by

Webster

for Western Flour Mills of Davenport, Iowa, the largest mill in the state. The highly satisfactory service it is rendering is but another link in the chain of demonstrated proof of superiority of the WEBSTER METHOD of ELEVATING and CONVEYING.

If you want an efficient, rapid and economical handling system write our nearest office. Our engineers will plan out and design machinery to fit your needs.

Webster Machinery is made and sold under the slogan "Quality First and Always." That is why it saves time to talk with us first.



THE WEBSTER M'F'G COMPANY

NEW YORK,
85-90 Reade Street

TIFFIN, OHIO

CHICAGO,
815-817 Fisher Bldg.

WELLER-MADE

Transmission Problems Solved!

The WELLER experience in the manufacture of Power Transmission Machinery for Elevators and Mills enables us to give *unequalled attention* to your requirements, and to insure satisfaction to the last letter.

We ask the opportunity to prove the advantages of WELLER "service."

Write for the catalog.

Weller Mfg. Co.
CHICAGO

DUST

the direct or indirect cause of many fires in grain elevators and warehouses.

WHY NOT

save yourself any probable loss by installing a dust collector? A machine which experience has proven superior to all; does more and better work; is storm proof and spark proof.

Day Dust Collector

"DAY-LY" EFFICIENCY



WRITE FOR PARTICULARS.

THE DAY COMPANY

1112 Yale Place :: Minneapolis, Minn.